

TEC 55250660

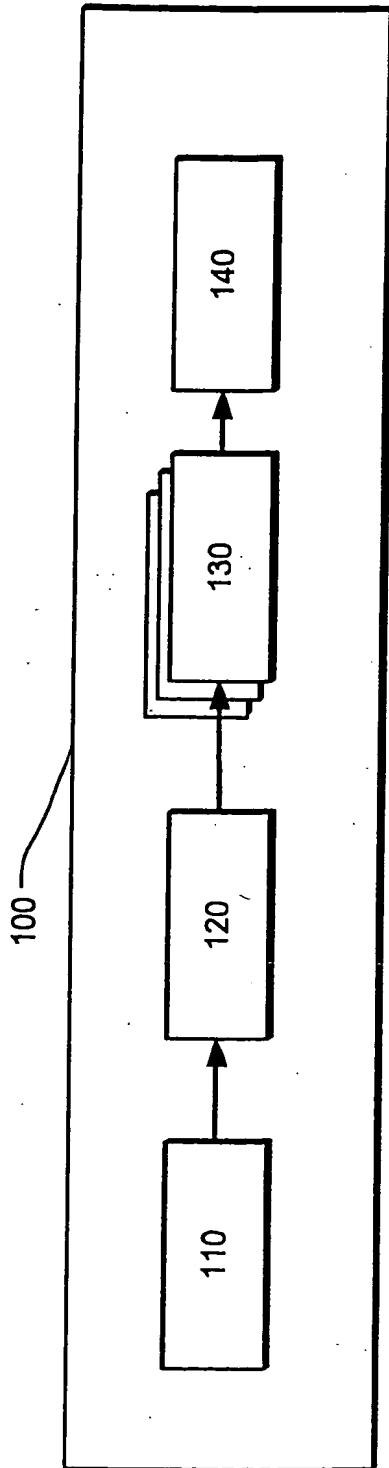


Figure 1

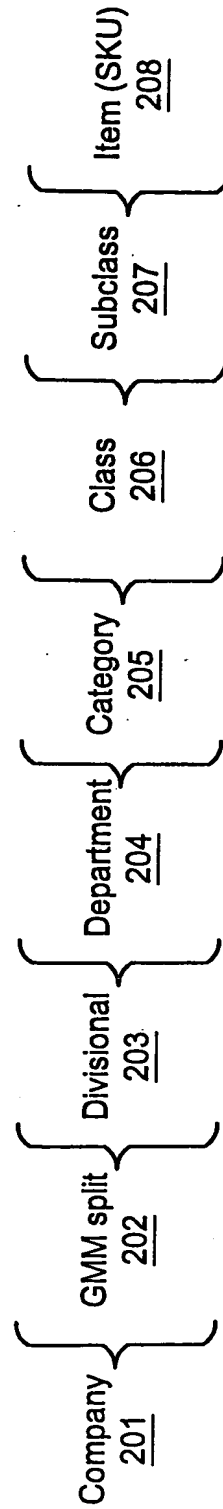


Figure 2

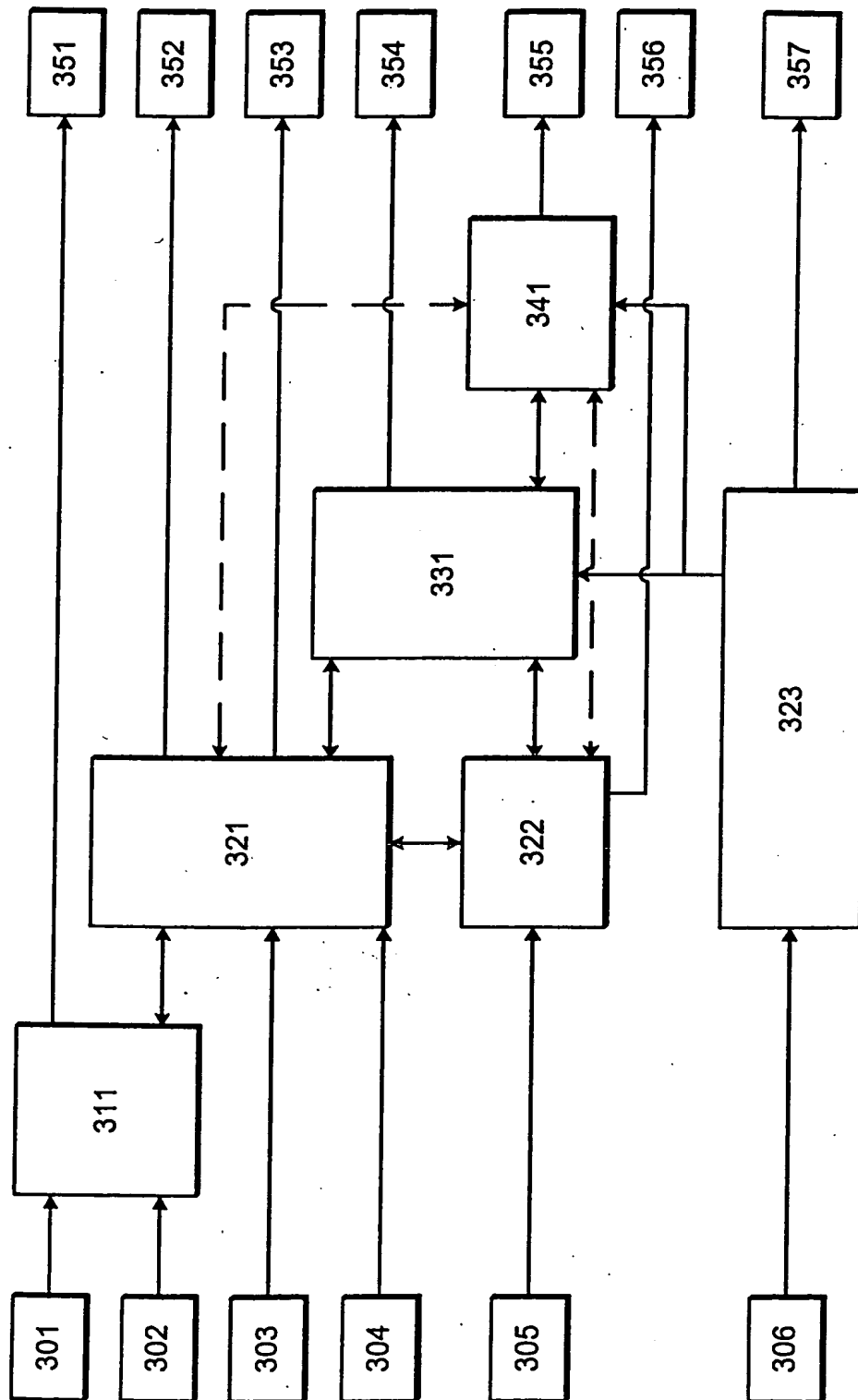


Figure 3

TEF20" 55250660

Planning Daily Item Sales and Inventory Report

Activity: Dept 081

UserID: Bill C

Report date: 06/30/01

SKU Numl Description	Date	Total Store & DC Onhand/ Intransit (units)	Total Store Onhand/ Intransit (units)	DC Average Onhand (units)	DC Statistical Onhand (units)	Received Firm POs today (units)	Received Notional POs Orders (units)	All Stores Projected Daily Sales (units)	All Stores Lost Sales (units)
367980 Brand A 12 oz Normal Shampoo	08/12/01	2228	2228	0.0	-3765.0	0	0.0	92	63
367981 Brand A 12 oz Normal Shampoo	08/13/01	2140	2140	0.0	-3855.8	0	0.0	88	10.0
367982 Brand A 12 oz Normal Shampoo	08/14/01	2059	2059	0.0	-3939.5	0	0.0	81	16.9
367983 Brand A 12 oz Normal Shampoo	08/15/01	5528	1982	3546.0	-473.0	3546	0.0	77	20.7
367984 Brand A 12 oz Normal Shampoo	08/16/01	5452	5452	0.0	-550.7	0	0.0	76	22.4
367985 Brand A 12 oz Normal Shampoo	08/17/01	5378	5378	0.0	-626.7	0	0.0	74	24.2
367986 Brand A 12 oz Normal Shampoo	08/18/01	5308	5308	0.0	-701.0	0	0.0	72	26.1
367987 Brand A 12 oz Normal Shampoo	08/19/01	5237	5237	0.0	-773.8	0	0.0	70	28.5
367988 Brand A 12 oz Normal Shampoo	08/20/01	5168	5168	0.0	-845.7	0	0.0	69	29.5
367989 Brand A 12 oz Normal Shampoo	08/21/01	5100	5100	0.0	-916.7	0	0.0	68	30.2
367990 Brand A 12 oz Normal Shampoo	08/22/01	5034	5034	0.0	-985.7	0	0.0	66	32.1
367991 Brand A 12 oz Normal Shampoo	08/23/01	4970	4970	0.0	-1052.5	0	0.0	64	34.1
367992 Brand A 12 oz Normal Shampoo	08/24/01	4907	4907	0.0	-1117.8	0	0.0	63	35.4
367993 Brand A 12 oz Normal Shampoo	08/25/01	4847	4847	0.0	-1180.4	0	0.0	60	38.0
367994 Brand A 12 oz Normal Shampoo	08/26/01	4790	4790	0.0	-1240.2	0	0.0	58	40.5
367995 Brand A 12 oz Normal Shampoo	08/27/01	4696	4696	0.0	-1339.1	0	0.0	93	4.7
367996 Brand A 12 oz Normal Shampoo	08/28/01	8149	4603	3546.0	2108.3	3546	0.0	93	4.6
367997 Brand A 12 oz Normal Shampoo	08/29/01	8054	5549	2505.3	2008.3	0	0.0	95	3.5
367998 Brand A 12 oz Normal Shampoo	08/30/01	7960	5542	2417.7	1912.4	0	0.0	95	3.5
		402	408	410	412	416	418	420	422

Figure 4

Planning Monthly Item Performance Summary
 Activity: Department 288
 UserID: Tom C
 Report date: 06/30/01

502 \ 504 \ 506 \ 508 \ 510 \		512 \ 514 \		All Stores Revenue Dollars	
Fiscal Year	Fiscal Month	SKU Description	Actual/Forecasted	Frst/Acti (dollars)	LY Actual (dollars)
2002 March	2002 March	2409845 Teal Mock T Forward Cut XXL	Actual	\$ 6,284	\$ 4,898
2002 April	2002 April	2409845 Teal Mock T Forward Cut XXL	Actual	\$ 5,985	\$ 5,851
2002 May	2002 May	2409845 Teal Mock T Forward Cut XXL	Actual	\$ 6,953	\$ 6,033
2002 June	2002 June	2409845 Teal Mock T Forward Cut XXL	Actual	\$ 6,754	\$ 4,877
2002 July	2002 July	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 6,455	\$ 4,697
2002 August	2002 August	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 7,153	\$ 6,523
2002 September	2002 September	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 5,774	\$ 5,124
2002 October	2002 October	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 8,377	\$ 6,000
2002 November	2002 November	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 11,037	\$ 5,519
2002 December	2002 December	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 12,145	\$ 10,228
2002 January	2002 January	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 8,158	\$ 4,448
2002 February	2002 February	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 11,598	\$ 7,464
2003 March	2003 March	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 9,223	\$ 6,284
2003 April	2003 April	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 9,629	\$ 5,985
2003 May	2003 May	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 10,363	\$ 6,853
2003 June	2003 June	2409845 Teal Mock T Forward Cut XXL	Forecasted	\$ 9,948	\$ 6,754
Gross Margin			Inventory Turns		
TY vs Actual (percent)	LY Actual (percent)	TY Frst/Acti (percent)	Frst/Acti (fraction)	TY Frst/Acti (fraction)	LY Actual (fraction)
28%	76.5%	80.0%	17,646	4.28	2.84
2%	81.4%	79.4%	18,729	3.83	2.52
15%	80.7%	78.9%	24,315	3.43	2.79
44%	78.0%	76.2%	20,587	3.94	3.05
37%	77.1%	79.2%	22,489	3.44	3.39
13%	78.7%	75.8%	21,647	3.97	3.72
10%	81.8%	77.2%	20,685	3.35	3.08
40%	74.8%	76.0%	18,101	5.55	3.36
100%	78.2%	83.0%	19,499	6.79	3.53
19%	81.5%	83.0%	21,007	6.94	4.20
83%	69.9%	83.4%	17,821	5.49	3.47
55%	77.8%	84.4%	21,667	6.42	2.99
47%	80.0%	85.0%	18,678	5.86	4.26
61%	78.4%	84.3%	18,430	6.27	3.83
49%	78.9%	83.5%	19,907	6.58	3.43
47%	76.2%	83.5%	17,309	6.90	3.94
DOCs + All Stores Inventory			GMROI		
TY Frst/Acti (Retail \$)	LY Actual (Retail \$)	TY Frst/Acti (percent)	Frst/Acti (percent)	TY Frst/Acti (percent)	Frst/Acti (percent)
17,646	20,882	127.2%	1465%	127.2%	1465%
18,729	27,874	104.7%	1047%	104.7%	1047%
24,315	25,912	106.7%	1067%	106.7%	1067%
20,587	18,398	112.0%	1120%	112.0%	1120%
22,489	16,812	133.9%	1339%	133.9%	1339%
21,647	21,027	136.8%	1368%	136.8%	1368%
20,685	19,945	137.0%	1370%	137.0%	1370%
18,101	21,410	191.3%	1913%	191.3%	1913%
19,499	18,750	184.3%	1843%	184.3%	1843%
21,007	29,255	249.9%	2499%	249.9%	2499%
17,821	15,390	268.1%	2681%	268.1%	2681%
21,667	29,922	330.4%	3304%	330.4%	3304%
18,678	17,646	399.6%	3996%	399.6%	3996%
18,430	18,729	418.1%	4181%	418.1%	4181%
19,907	24,315				
17,309	20,587				

516 \ 518 \ 520 \ 522 \ 524 \ 526 \ 528 \ 530 \

512 \ 514 \

All Stores Revenue Dollars

Planning Monthly Department Performance Summary
Activity: Department 268
UserID: Tom C
Report date: 06/30/01

All Stores Revenue Dollars									
512 \		510 \		514 \		516 \		518 \	
Fiscal Year	Fiscal Month	Actual/Forecasted	Actual	Actual	Actual	Actual	Actual	Actual	Actual
2002 March			\$ 1,957,806	\$ 1,947,162	\$ 1,578,892	\$ 1,578,892	\$ 1,578,892	\$ 1,578,892	\$ 1,578,892
2002 April			\$ 1,575,102	\$ 1,522,683	\$ 1,828,302	\$ 1,828,302	\$ 1,828,302	\$ 1,828,302	\$ 1,828,302
2002 May			\$ 2,242,961	\$ 2,017,254	\$ 2,010,862	\$ 2,010,862	\$ 2,010,862	\$ 2,010,862	\$ 2,010,862
2002 June			\$ 1,777,350	\$ 1,763,234	\$ 1,461,591	\$ 1,461,591	\$ 1,461,591	\$ 1,461,591	\$ 1,461,591
2002 July			\$ 1,744,605	\$ 1,817,730	\$ 1,423,254	\$ 1,423,254	\$ 1,423,254	\$ 1,423,254	\$ 1,423,254
2002 August			\$ 2,103,932	\$ 2,196,365	\$ 1,863,789	\$ 1,863,789	\$ 1,863,789	\$ 1,863,789	\$ 1,863,789
2002 September			\$ 1,862,498	\$ 1,524,856	\$ 1,552,858	\$ 1,552,858	\$ 1,552,858	\$ 1,552,858	\$ 1,552,858
2002 October			\$ 2,792,448	\$ 2,754,824	\$ 1,935,587	\$ 1,935,587	\$ 1,935,587	\$ 1,935,587	\$ 1,935,587
2002 November			\$ 3,153,360	\$ 3,042,855	\$ 1,839,758	\$ 1,839,758	\$ 1,839,758	\$ 1,839,758	\$ 1,839,758
2002 December			\$ 3,917,748	\$ 3,308,793	\$ 3,289,352	\$ 3,289,352	\$ 3,289,352	\$ 3,289,352	\$ 3,289,352
2002 January			\$ 2,265,454	\$ 1,945,686	\$ 1,390,039	\$ 1,390,039	\$ 1,390,039	\$ 1,390,039	\$ 1,390,039
2002 February			\$ 3,410,470	\$ 2,772,804	\$ 2,407,780	\$ 2,407,780	\$ 2,407,780	\$ 2,407,780	\$ 2,407,780
2002 March			\$ 2,492,690	\$ 2,405,081	\$ 1,957,608	\$ 1,957,608	\$ 1,957,608	\$ 1,957,608	\$ 1,957,608
2003 April			\$ 2,469,050	\$ 2,231,952	\$ 1,575,102	\$ 1,575,102	\$ 1,575,102	\$ 1,575,102	\$ 1,575,102
2003 May			\$ 3,047,941	\$ 2,882,961	\$ 2,242,961	\$ 2,242,961	\$ 2,242,961	\$ 2,242,961	\$ 2,242,961
2003 June			\$ 2,986,982	\$ 2,882,961	\$ 1,777,350	\$ 1,777,350	\$ 1,777,350	\$ 1,777,350	\$ 1,777,350

DC's & All Stores Inventory				GSMROI				Inventory Turns			
TY	LY	TY	LY	TY	LY	TY	LY	TY	LY	TY	LY
Budget (percent)	Actual (percent)	Frst/Actl (Retail \$)	Budget (Retail \$)	Frst/Actl (percent)	Actual (Retail \$)	Frst/Actl (fraction)	Budget (fraction)	Actual (fraction)	Budget (fraction)	Actual (fraction)	Actual (fraction)
78.6%	80.3%	\$ 5,189,904	\$ 6,473,860	1192%	\$ 8,894,075	4.53	3.61	2.75			
79.0%	82.2%	\$ 5,852,758	\$ 6,410,154	1157%	\$ 8,991,648	3.23	2.85	2.44			
78.6%	81.0%	\$ 6,398,859	\$ 6,483,467	1013%	\$ 8,097,432	3.93	3.75	2.98			
78.7%	81.3%	\$ 6,640,981	\$ 6,571,469	997%	\$ 6,132,548	3.21	3.22	2.88			
77.5%	79.5%	\$ 5,918,243	\$ 5,977,885	900%	\$ 5,191,200	3.54	3.65	3.29			
75.2%	80.5%	\$ 5,850,812	\$ 6,558,314	1229%	\$ 6,371,962	4.32	4.02	3.51			
78.8%	80.1%	\$ 6,077,897	\$ 5,544,929	1324%	\$ 5,898,561	3.68	3.30	3.27			
79.3%	78.3%	\$ 5,839,081	\$ 7,949,535	1370%	\$ 6,468,000	4.09	4.16	3.58			
79.3%	78.6%	\$ 6,499,610	\$ 6,663,186	1640%	\$ 6,048,520	5.82	5.48	3.65			
80.4%	79.2%	\$ 6,002,135	\$ 6,145,497	1784%	\$ 9,751,778	7.83	6.46	4.08			
77.1%	69.2%	\$ 5,748,753	\$ 5,735,160	2082%	\$ 4,964,425	5.56	4.07	3.36			
78.1%	77.6%	\$ 6,018,715	\$ 5,172,405	2366%	\$ 7,543,990	6.80	6.43	3.63			
79.1%	79.2%	\$ 5,552,262	\$ 5,479,150	2679%	\$ 5,189,904	5.39	5.02	4.53			
78.9%	78.7%	\$ 4,880,960	\$ 4,914,390	3074%	\$ 5,852,758	5.95	5.45	3.23			
78.1%	74.5%	\$ 4,847,844	\$ 5,241,747	3689%	\$ 6,398,659	7.54	6.60	3.83			
78.1%	74.7%	\$ 4,847,844	\$ 5,241,747	3689%	\$ 6,640,981	7.54	6.60	3.21			

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Figure 6

Planning Monthly Item Performance Summary
 Activity: Department 268
 UserID: Tom C
 Report date: 06/30/01

All Stores Revenue Dollars									
Fiscal Year	Fiscal Month	SKU Description	Actual/Forecasted	512 \ 504 \ 506 \ 508 \ 510		TY 632 \ TY 514		TY vs Budget	
				Actual	Forecasted	Frst/Actl (dollars)	Budget (dollars)	Actual (dollars)	TY Budget (percent)
2002 March	2409845	Teal Mock T Forward Cut XXL	Actual	\$ 8,284	\$ 5,841	\$ 4,568	\$ 4,898	\$ 4,898	7%
2002 April	2409845	Teal Mock T Forward Cut XXL	Actual	\$ 5,985	\$ 4,568	\$ 5,851	\$ 5,851	\$ 5,851	31%
2002 May	2409845	Teal Mock T Forward Cut XXL	Actual	\$ 8,953	\$ 6,052	\$ 6,033	\$ 6,033	\$ 6,033	15%
2002 June	2409845	Teal Mock T Forward Cut XXL	Actual	\$ 6,754	\$ 5,280	\$ 4,677	\$ 4,677	\$ 4,677	28%
2002 July	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 6,455	\$ 5,453	\$ 4,697	\$ 4,697	\$ 4,697	18%
2002 August	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 7,153	\$ 6,589	\$ 6,523	\$ 6,523	\$ 6,523	9%
2002 September	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 5,774	\$ 4,575	\$ 5,124	\$ 5,124	\$ 5,124	26%
2002 October	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 11,037	\$ 8,284	\$ 8,000	\$ 8,000	\$ 8,000	1%
2002 November	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 12,145	\$ 9,129	\$ 5,519	\$ 5,519	\$ 5,519	21%
2002 December	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 8,158	\$ 9,928	\$ 10,228	\$ 10,228	\$ 10,228	22%
2002 January	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 11,596	\$ 8,318	\$ 4,448	\$ 4,448	\$ 4,448	40%
2002 February	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 9,223	\$ 7,215	\$ 7,464	\$ 7,464	\$ 7,464	39%
2003 March	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 9,829	\$ 6,698	\$ 5,985	\$ 5,985	\$ 5,985	28%
2003 April	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 10,363	\$ 8,649	\$ 6,953	\$ 6,953	\$ 6,953	44%
2003 May	2409845	Teal Mock T Forward Cut XXL	Forecasted	\$ 9,848	\$ 8,649	\$ 6,953	\$ 6,953	\$ 6,953	20%
2003 June	2409845	Teal Mock T Forward Cut XXL	Forecasted			\$ 6,754	\$ 6,754	\$ 6,754	16%

Inventory Turns									
TY vs LY	Actual (percent)	TY 632 \ TY 514		TY vs Budget		TY vs Budget		TY vs Budget	
		Frst/Actl (fraction)	Budget (fraction)	Actual (fraction)	Budget (fraction)	Actual (fraction)	Budget (fraction)	Actual (fraction)	Budget (fraction)
28%	2%	4.26	3.81	3.81	3.81	3.81	3.81	3.81	3.81
15%	15%	3.83	2.85	2.85	2.85	2.85	2.85	2.85	2.85
44%	44%	3.43	2.79	2.79	2.79	2.79	2.79	2.79	2.79
37%	37%	3.94	3.22	3.22	3.22	3.22	3.22	3.22	3.22
10%	10%	3.44	3.65	3.65	3.65	3.65	3.65	3.65	3.65
13%	13%	3.97	4.02	4.02	4.02	4.02	4.02	4.02	4.02
40%	40%	3.35	3.30	3.30	3.30	3.30	3.30	3.30	3.30
100%	100%	5.55	4.16	4.16	4.16	4.16	4.16	4.16	4.16
19%	19%	6.79	5.48	5.48	5.48	5.48	5.48	5.48	5.48
83%	83%	5.49	4.07	4.07	4.07	4.07	4.07	4.07	4.07
55%	55%	6.42	6.43	6.43	6.43	6.43	6.43	6.43	6.43
47%	47%	5.86	5.02	5.02	5.02	5.02	5.02	5.02	5.02
61%	61%	6.27	5.45	5.45	5.45	5.45	5.45	5.45	5.45
49%	49%	6.58	8.60	8.60	8.60	8.60	8.60	8.60	8.60
47%	47%	6.90	6.60	6.60	6.60	6.60	6.60	6.60	6.60

Gross Margin									
TY vs LY	Actual (percent)	TY 632 \ TY 514		TY vs Budget		TY vs Budget		TY vs Budget	
		Frst/Actl (percent)	Budget (percent)	Actual (percent)	Budget (percent)	Actual (percent)	Budget (percent)	Actual (percent)	Budget (percent)
28%	2%	78.5%	78.5%	78.5%	78.5%	78.5%	78.5%	78.5%	78.5%
2%	2%	79.4%	79.0%	79.0%	79.0%	79.0%	79.0%	79.0%	79.0%
15%	15%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%
44%	44%	78.2%	78.7%	78.7%	78.7%	78.7%	78.7%	78.7%	78.7%
37%	37%	76.2%	77.5%	77.5%	77.5%	77.5%	77.5%	77.5%	77.5%
10%	10%	75.8%	75.2%	75.2%	75.2%	75.2%	75.2%	75.2%	75.2%
13%	13%	77.2%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%
40%	40%	76.0%	79.3%	79.3%	79.3%	79.3%	79.3%	79.3%	79.3%
100%	100%	83.0%	80.4%	80.4%	80.4%	80.4%	80.4%	80.4%	80.4%
19%	19%	83.4%	77.1%	77.1%	77.1%	77.1%	77.1%	77.1%	77.1%
83%	83%	84.4%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%
55%	55%	85.0%	79.1%	79.1%	79.1%	79.1%	79.1%	79.1%	79.1%
47%	47%	84.3%	78.9%	78.9%	78.9%	78.9%	78.9%	78.9%	78.9%
61%	61%	83.5%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%
49%	49%	83.5%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%
47%	47%	83.5%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%

Gross Margin									
TY vs LY	Actual (percent)	TY 632 \ TY 514		TY vs Budget		TY vs Budget		TY vs Budget	
		Frst/Actl (percent)	Budget (percent)	Actual (percent)	Budget (percent)	Actual (percent)	Budget (percent)	Actual (percent)	Budget (percent)
28%	2%	78.5%	78.5%	78.5%	78.5%	78.5%	78.5%	78.5%	78.5%
2%	2%	79.4%	79.0%	79.0%	79.0%	79.0%	79.0%	79.0%	79.0%
15%	15%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%
44%	44%	78.2%	78.7%	78.7%	78.7%	78.7%	78.7%	78.7%	78.7%
37%	37%	76.2%	77.5%	77.5%	77.5%	77.5%	77.5%	77.5%	77.5%
10%	10%	75.8%	75.2%	75.2%	75.2%	75.2%	75.2%	75.2%	75.2%
13%	13%	77.2%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%	78.8%
40%	40%	76.0%	79.3%	79.3%	79.3%	79.3%	79.3%	79.3%	79.3%
100%	100%	83.0%	80.4%	80.4%	80.4%	80.4%	80.4%	80.4%	80.4%
19%	19%	83.4%	77.1%	77.1%	77.1%	77.1%	77.1%	77.1%	77.1%
83%	83%	84.4%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%
55%	55%	85.0%	79.1%	79.1%	79.1%	79.1%	79.1%	79.1%	79.1%
47%	47%	84.3%	78.9%	78.9%	78.9%	78.9%	78.9%	78.9%	78.9%
61%	61%	83.5%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%
49%	49%	83.5%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%
47%	47%	83.5%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%	78.1%

Inventory Turns									
TY vs LY	Actual (fraction)	TY 632 \ TY 514		TY vs Budget		TY vs Budget		TY vs Budget	
		Frst/Actl (fraction)	Budget (fraction)	Actual (fraction)	Budget (fraction)	Actual (fraction)	Budget (fraction)	Actual (fraction)	Budget (fraction)
28%	2%	4.26	3.81	3.81	3.81	3.81	3.81	3.81	3.81
15%	15%	3.83	2.85	2.85	2.85	2.85	2.85	2.85	2.85
44%	44%	3.43	2.79	2.79	2.79	2.79	2.79	2.79	2.79
37%	37%	3.94	3.22	3.22	3.22	3.22	3.22	3.22	3.22
10%	10%	3.44	3.65	3.65	3.65	3.65	3.65	3.65	3.65
13%	13%	3.97	4.02	4.02	4.02	4.02	4.02	4.02	4.02
40%	40%	3.35	3.30	3.30	3.30	3.30	3.30	3.30	3.30
100%	100%	5.55	4.16	4.16	4.16	4.16	4.16	4.16	4.16
19%	19%	6.79	5.48	5.48	5.48	5.48	5.48	5.48	5.48
83%	83%	5.49	4.07	4.07	4.07	4.07	4.07	4.07	4.07
55%	55%	6.42	6.43	6.43	6.43	6.43	6.43	6.43	6.43
47%	47%	5.86	5.02	5.02	5.02	5.02	5.02	5.02	5.02
61%	61%	6.27	5.45	5.45	5.45	5.45	5.45	5.45	5.45
49%	49%	6.58	8.60	8.60	8.60	8.60	8.60	8.60	8.60
47%	47%	6.90	6.60	6.60	6.60	6.60	6.60	6.60	6.60

Figure 7

Future Promotional Planning Report

Event: Diffuser

Begin Date: 8/20/2001

End Date: 8/16/2001

UserID: Tom B

Report Date: 8/28/2001

802 \ 804 \ 806		810 \ 812		814 \ 816	
Dept	Number Description	Promo	SRP	Future (units)	Future (dollars)
001	121072 DIFFUSER ROOM	Launch - Non-price Intro	\$15.00	854	\$12,815.11
001	121102 BRUSH FACE OVAL ACRYL	Launch - Non-price Intro	\$5.00	2,869	\$14,344.16
001	121105 BRUSH FOLDING WITH MIRROR	Launch - Non-price Intro	\$5.00	2,859	\$14,297.25
001	121111 BUFFER FACE LOOFAH S12.	Launch - Non-price Intro	\$4.50	4,087	\$18,390.26
001	121120 GLOVES MOISTURE NTRL	Launch - Non-price Intro	\$10.00	1,910	\$19,098.88
001	121167 BRUSH HAIR ALUM SM 3.3cm.	Launch - Non-price Intro	\$10.00	1,081	\$10,608.76
001	121168 BRUSH HAIR ALUM LG 4cm.	Launch - Non-price Intro	\$12.00	923	\$11,071.57
001	121513 SPONGE PVA SEA BODY	Launch - Non-price Intro	\$10.00	2,510	\$25,097.62
005	144699 EYE STICK CLOVE WHEAT KIT	Coordinate - Non-price Feature	\$15.00	5,941	\$89,120.69
005	144701 EYE STICK OLIVE OATMEAL KIT	Coordinate - Non-price Feature	\$15.00	4,473	\$67,092.77
005	148818 Tint & Shine Bronze	Coordinate - Non-price Feature	\$15.00	2,982	\$44,428.08
005	148820 Tint & Shine Plum	Coordinate - Non-price Feature	\$15.00	3,901	\$58,514.93
012	120703 LIP BALM MANDARIN BORN LIPPY	Promotion - X for \$ (<=25%)	\$5.00	5,021	\$25,322.10
012	120705 LIP BALM STRWBRY BORN LIPPY	Promotion - X for \$ (<=25%)	\$5.00	5,785	\$28,630.65
012	120708 LIP BALM LIME BORN LIPPY	Promotion - X for \$ (<=25%)	\$5.00	7,912	\$39,628.98
012	120707 LIP BALM PASSIONBERRY	Promotion - X for \$ (<=25%)	\$5.00	3,907	\$19,603.77
				6,970	\$28,624.27

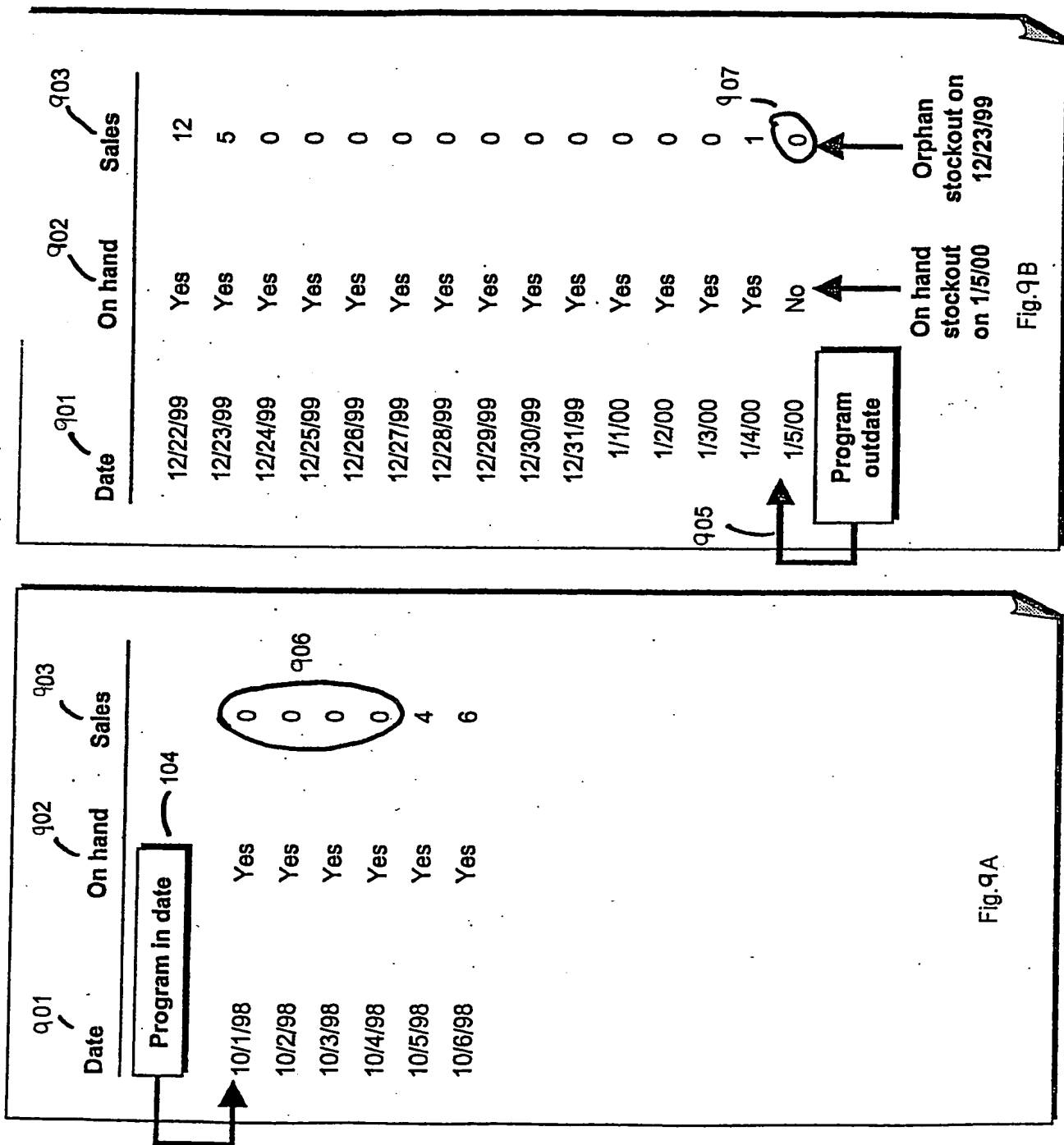
All Stores Revenue		First Day PQ	
Low Vol Store (units)	Med Vol Store (units)	High Vol Store (units)	
5	9	14	
8	8	8	
8	8	8	
6	8	12	
9	18	28	
4	4	6	
4	9	12	
5	5	5	
6	6	12	
6	8	14	
13	13	26	
13	13	26	
13	13	26	
24	44	44	
24	44	56	
36	44	56	
36	56	64	

Starting Inventory		Ending Inventory	
All Stores & DC (units)		All Stores & DC (units)	
1,403		61	
5,315		8,215	
13,871		11,451	
7,153		4,245	
4,315		5,321	
2,819		2,079	
2,035		1,209	
5,810		9,145	
16,341		11,320	
12,591		8,748	
6,058		3,324	
7,947		4,508	
9,637		5,480	
8,531		22,840	
7,880		30,298	
12,913		18,484	
8,665		2,314	

All Stores		All Stores Lost Sales	
Gross Margin (percent)	Actual Gross Margin (percent)	Future (units)	Future (dollars)
76.07%	76.07%	0	\$9.25
81.20%	81.20%	4	\$19.00
85.00%	85.00%	9	\$45.45
87.33%	87.33%	106	\$477.74
81.00%	81.00%	15	\$150.18
71.40%	71.40%	1	\$9.87
69.33%	69.33%	1	\$13.62
71.40%	71.40%	3	\$26.09
86.47%	86.47%	7	\$99.22
86.47%	86.47%	5	\$69.39
80.93%	80.93%	1	\$58.37
80.93%	80.93%	1	\$71.77
80.93%	80.93%	2	\$96.76
84.94%	84.94%	7	\$38.83
84.94%	84.94%	170	\$228.48
84.94%	84.94%	4	\$18.53
84.94%	84.94%	8	\$39.87

818 \ 820		822 \ 824		826 \ 828		830 \ 832		834	
5	9	14		5	9	14		5	9
8	8	8		8	8	8		8	8
8	8	8		8	8	8		8	8
6	8	12		6	8	12		6	8
9	18	28		9	18	28		9	18
4	4	6		4	4	6		4	6
4	9	12		4	9	12		4	9
5	5	5		5	5	5		5	5
6	6	12		6	6	12		6	12
6	8	14		6	8	14		6	14
13	13	26		13	13	26		13	26
13	13	26		13	13	26		13	26
13	13	26		13	13	26		13	26
24	44	44		24	44	44		24	44
24	44	56		24	44	56		24	56
36	44	56		36	44	56		36	56
36	56	64		36	56	64		36	64

Figure 8



Actual sales

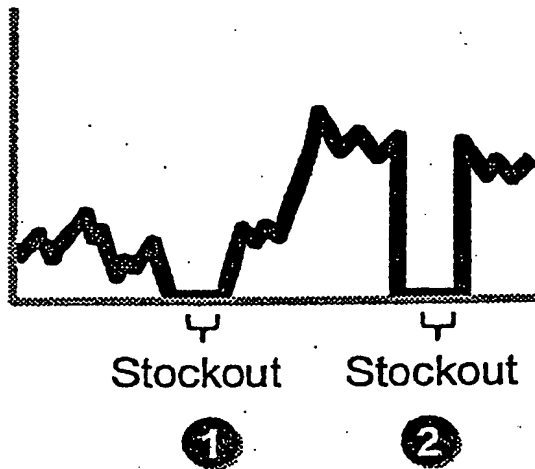


Fig.10 A

Average sales

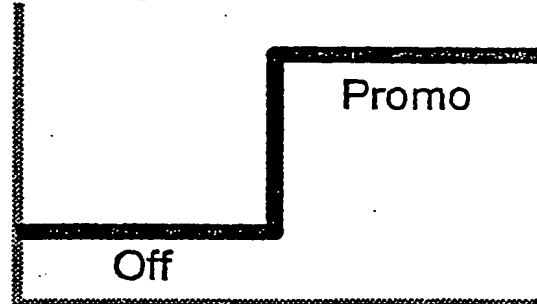


Fig. 10 B

**Profile fill
Sales profile**

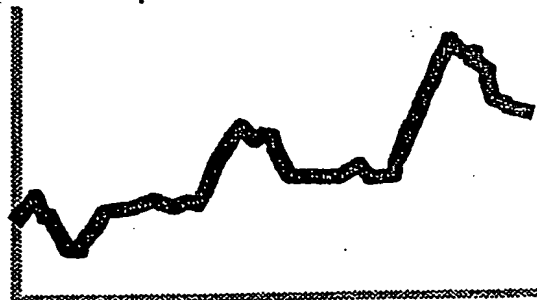


Fig.10 C

090525-07101

T00T20"5250660

Items		Totals			
Locations	105421	105422	105423	105424	...
001	235	1021	427	2050	
002	295	1421	681	3561	
003	405	2435	828 ¹¹⁰¹	4829	
.	186	876	-	1628	
.	508	3250	975	5243	
891	325	2072	501	4222	

1102

Fig.11

T02T20" 55250660

Sheet: Product: 1201 1202 1203

Location	Location Name	Unit Factor
0001	BROADWAY 1	0.00681709
0002	PARAMUS	0.00649245
0003	TYSON'S CORNER	0.00827788
0004	MONTGOMERY MALL	0.00486934
0005	LEXINGTON	0.00584321
0006	NEW MADISON AVENUE	0.00486934
0007	BROADWAY 2	0.00714170
0008	ROCKAWAY	0.00470703
0009	GEORGETOWN	0.00324623
0010	EMERALD SQUARE	0.00389547
0011	WOODBIDGE	0.00600552
0012	MALL OF NEW HAMPSHIRE	0.00097387
0013	FASHION CENTER	0.00811557
0014	MANHATTAN MALL	0.01119948
0016	STATEN ISLAND	0.00714170
0017	LAKESIDE MALL	0.00292160
0018	PHEASANT LANE	0.00405778
0019	WILLOWBROOK, NJ	0.00876481
0020	SOUTH STREET	0.00275929
0021	FAIRLANE TOWN CENTER	0.00373316
0022	TWELVE OAKS	0.00535627

Shale Name:

Product:

Cancel

Fig. 12

TOEF 40" 55250660

Shares: Profiles: 1301 1302

Date	Unit Fraction
2/1/99	0.00143485
2/1/99	0.00143485
2/2/99	0.00143485
2/3/99	0.00143485
2/4/99	0.00143485
2/5/99	0.00143485
2/6/99	0.00143485
2/7/99	0.00143485
2/8/99	0.00143485
2/9/99	0.00143485
2/10/99	0.00143485
2/11/99	0.00143485
2/12/99	0.00143485
2/13/99	0.00143485
2/14/99	0.00143485
2/15/99	0.00143485
2/16/99	0.00143485
2/17/99	0.00143485
2/18/99	0.00143485
2/19/99	0.00143485
2/20/99	0.00143485
2/21/99	0.00143485

Profile Name: BETH TEST HOME

Product: Product Location: Control:

Fig.13

REF ID: A5250660

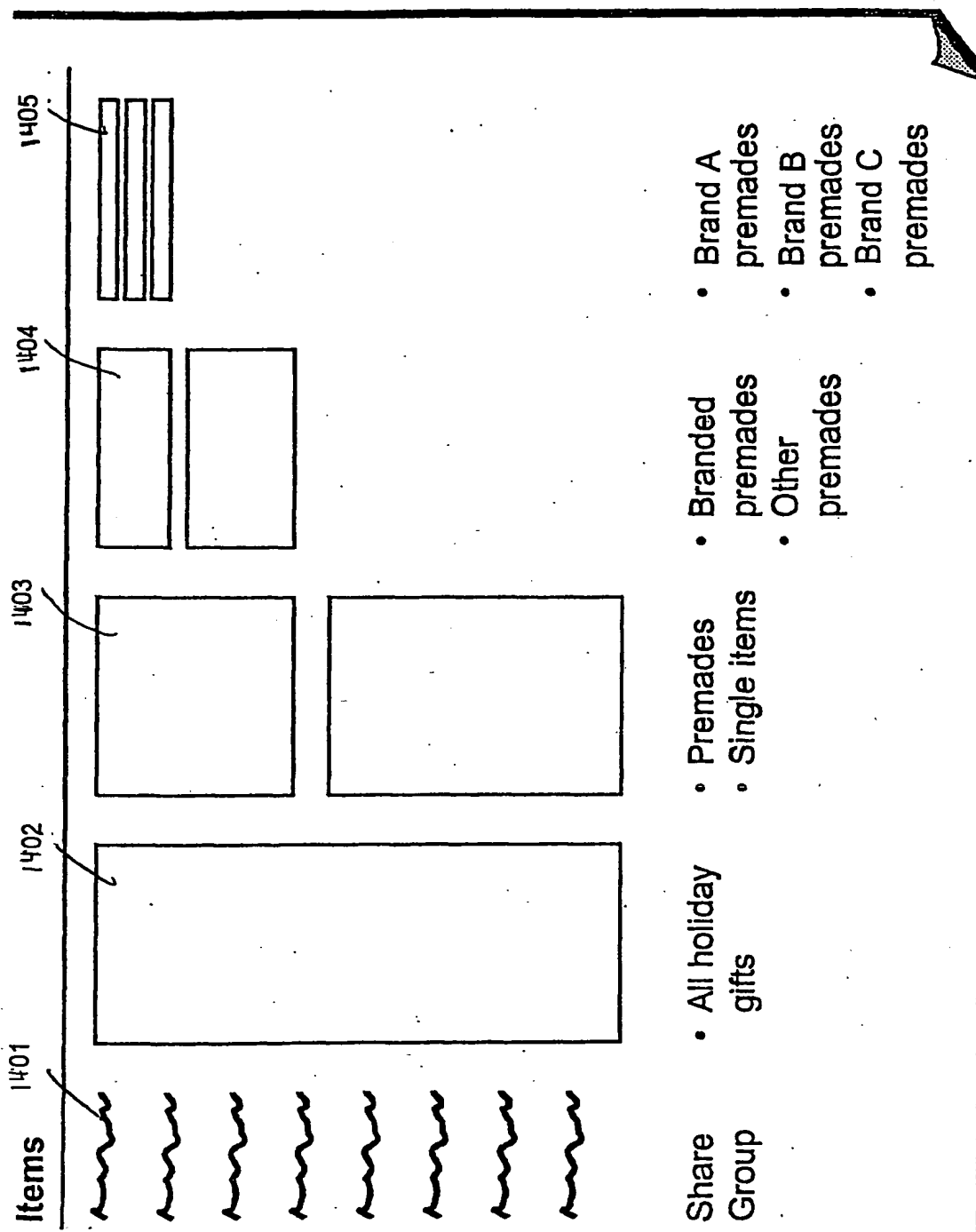


Fig. 14

Prod Dates

Share Groups

InSeason

Coverage Index

InSeason Period	InSeason Fraction
1	0.1000
2	0.1500
3	0.2500
4	0.3500
5	0.6000
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	

Add

Delete

OK

Apply

Product

Product Location

Cancel

InSeason Name:

InSeason:

Fig.15

[illegible]

FASHION MODEL STOCK REPORT - ONE ITEM ALL LOCATIONS		ITEM ALL LOCATIONS									
12010 NATURAL FACE ENHANCER											
STS Location Number	STS Location Description	In Date	Out Date	End	Activity Cycle	Profile Name	PO (units)	Plan Share (percent)	Group Sales Share (percent)	Interware Model Share (percent)	Cumulative Sales (units)
1	BROADWAY 1	3/4/00	9/30/00		9/30/00	Space Jun	0	0.007915	0.008251	0.007915	94,97428
2	PARAMUS	3/4/00	9/30/00		9/30/00	Space Jun	0	0.001979	0.003525	0.001979	23,74357
3	TYSON'S CORNER	3/4/00	9/30/00		9/30/00	Space Jun	0	0.004296	0.006178	0.004296	51,55747
4	MONTGOMERY MALL	3/4/00	9/30/00		9/30/00	Space Jun	0	0.002996	0.002985	0.002996	35,95455
5	LEXINGTON	3/4/00	9/30/00		9/30/00	Space Jun	0	0.005597	0.006214	0.005597	67,16038
6	NEW MADISON AVENUE	3/4/00	9/30/00		9/30/00	Space Jun	0	0.006727	0.006717	0.006727	80,72814
7	BROADWAY 2	3/4/00	9/30/00		9/30/00	Space Jun	0	0.007293	0.006687	0.007293	87,51201
8	ROCKAWAY	3/4/00	9/30/00		9/30/00	Space Jun	0	0.002277	0.003761	0.002277	33,241
9	GEORGETOWN	3/4/00	9/30/00		9/30/00	Space Jun	0	0.004636	0.003871	0.004636	55,62779
10	EMERALD SQUARE	3/4/00	9/30/00		9/30/00	Space Jun	0	0.0026	0.002862	0.0026	31,20583
11	WOODBIDGE	3/4/00	9/30/00		9/30/00	Space Jun	0	0.003957	0.005198	0.003957	47,48714
12	MALL OF NEW HAMPSHIRE	3/4/00	9/30/00		9/30/00	Space Jun	0	0.003618	0.002337	0.003618	43,41681
13	FASHION CENTER	3/4/00	9/30/00		9/30/00	Space Jun	0	0.004014	0.008657	0.004014	48,16553
14	MANHATTAN MALL	3/4/00	9/30/00		9/30/00	Space Jun	0	0.008932	0.011559	0.008932	107,1853
16	STATEN ISLAND	3/4/00	9/30/00		9/30/00	Space Jun	0	0.004523	0.003954	0.004523	54,27102
17	LAKESIDE MALL	3/4/00	9/30/00		9/30/00	Space Jun	0	0.002205	0.003923	0.002205	26,45712
18	PHEASANT LANE	3/4/00	9/30/00		9/30/00	Space Jun	0	0.002544	0.002619	0.002544	30,52746
19	WILLOWBROOK, NJ	3/4/00	9/30/00		9/30/00	Space Jun	0	0.004127	0.006049	0.004127	49,5223
20	SOUTH STREET	3/4/00	9/30/00		9/30/00	Space Jun	0	0.004466	0.004645	0.004466	53,59263
21	FAIRLANE TOWN CENTER	3/4/00	9/30/00		9/30/00	Space Jun	0	0.00147	0.002879	0.00147	17,63808
22	TWELVE OAKS	3/4/00	9/30/00		9/30/00	Space Jun	0	0.002277	0.004052	0.002277	33,241
23	BURLINGTON MALL	3/4/00	9/30/00		9/30/00	Space Jun	0	0.006614	0.007451	0.006614	79,37136
24	WHITE MARSH	3/4/00	9/30/00		9/30/00	Space Jun	0	0.002148	0.002741	0.002148	25,77873

Fig. 16

TOTL: 5250660

DISTRO REPORT: ONE ITEM ALL LOCATIONS														
NATURAL FACE ENHANCER														
575 Lancaster Description														
B	C	D	E	F	G	H	I	J	K	L	M	N	O	P
Max Distribution														
Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date	Date
Activity														
Cycle	Mode	Stock	Total	Shipped	Desired	Shipped	Desired	Shipped	Desired	Shipped	Desired	Shipped	Desired	Shipped
End	Units	Units	Units	Units	Units	Units	Units	Units	Units	Units	Units	Units	Units	Units
12400	Last Distro	3/4/00	9/30/00	9/30/00	94,9743	0	94,9743	94	94	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	23,7436	0	23,7436	24	24	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	51,5575	0	51,5575	51	51	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	35,9545	0	35,9545	36	36	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	67,1604	0	67,1604	67	67	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	80,7281	0	80,7281	80	80	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	87,512	0	87,512	87	87	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	33,241	0	33,241	33	33	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	55,6276	0	55,6276	56	56	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	31,2058	0	31,2058	31	31	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	47,4871	0	47,4871	47	47	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	43,4168	0	43,4168	43	43	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	48,1655	0	48,1655	48	48	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	107,185	0	107,185	108	108	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	54,271	0	54,271	54	54	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	26,4571	0	26,4571	27	27	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	30,5274	0	30,5274	31	31	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	49,5223	0	49,5223	49	49	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	53,5926	0	53,5926	54	54	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	17,8381	0	17,8381	18	18	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	33,241	0	33,241	33	33	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	79,3714	0	79,3714	79	79	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	25,7787	0	25,7787	26	26	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	28,4923	0	28,4923	29	29	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	50,8781	0	50,8781	51	51	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	31,8842	0	31,8842	32	32	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	24,422	0	24,422	25	25	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	44,7736	0	44,7736	45	45	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	25,7787	0	25,7787	26	26	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	40,7033	0	40,7033	41	41	Y	Y	Y	N	N
12400	Last Distro	3/4/00	9/30/00	9/30/00	30,5274	0	30,5274	31	31	Y	Y	Y	N	N

Fig. 17

Markdown Setup - Change Activity

File

Activity: Date: Level: Store:

Products and Locations | Markdown Dates |

Locations for selected Activity:

TBS TBS

Remove from Activity

View Locations

Products for selected Activity:

PLU9511

Remove from Activity

Show Tree

View Products

Sub

Cancel

Apply

Help

OK

Exit

Print

Fig. 18

Maildown Setup - Change Activity

File

Activity: Date: Level: State:

Products and Locations:

Maildown Dates:

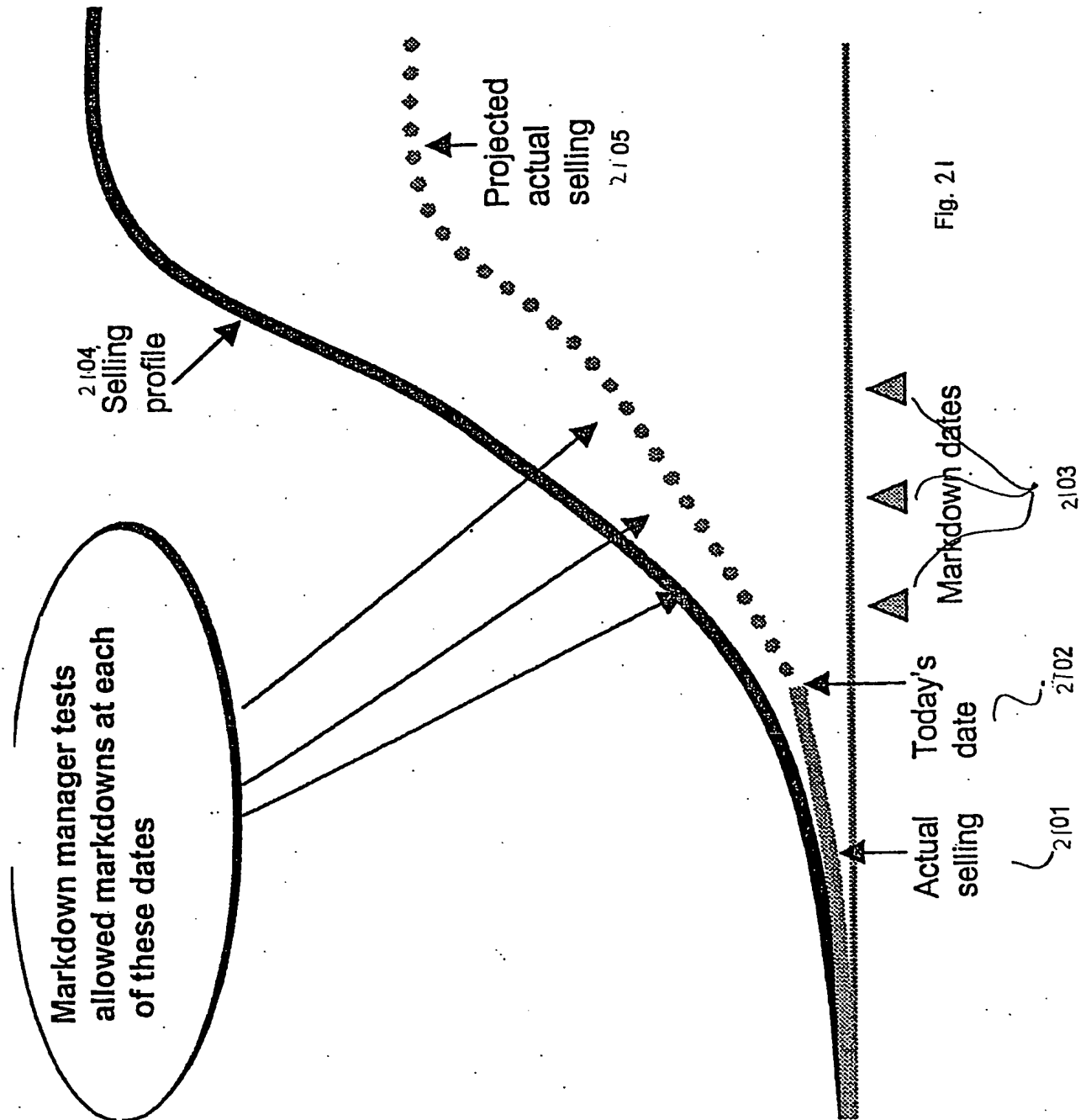
<input type="text" value="2/9/00"/>	<input type="text" value="2/10/00"/>	<input type="text" value="2/11/00"/>	<input type="text" value="2/12/00"/>	<input type="text" value="2/13/00"/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>	<input type="text" value=""/>
-------------------------------------	--------------------------------------	--------------------------------------	--------------------------------------	--------------------------------------	-------------------------------	-------------------------------	-------------------------------	-------------------------------	-------------------------------

Buttons: Add, Edit, View, Delete, Print, OK, Cancel, Apply, Help

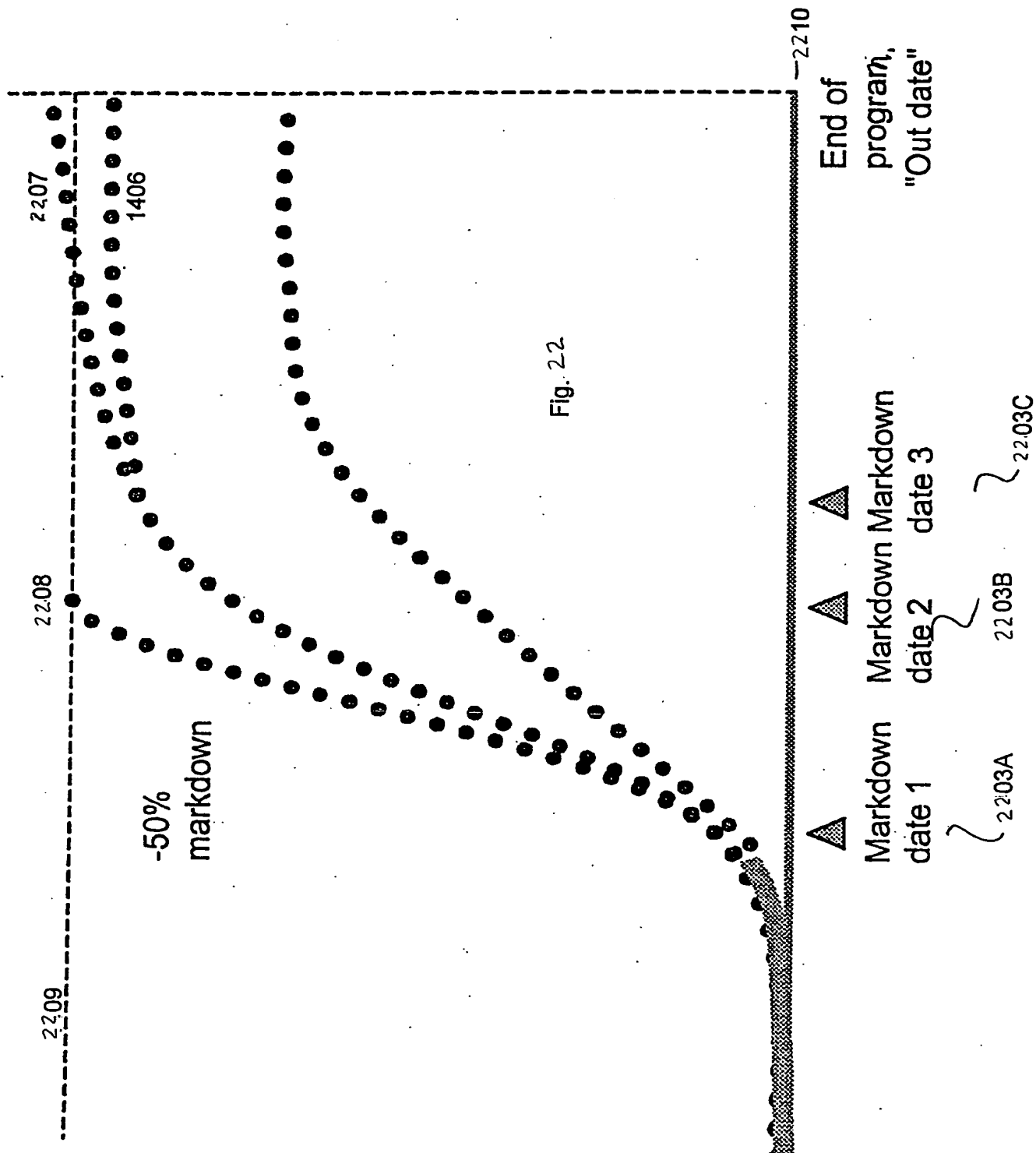
Fig. 19

Fig. 20

Fig. 20



FOET20" 55250650



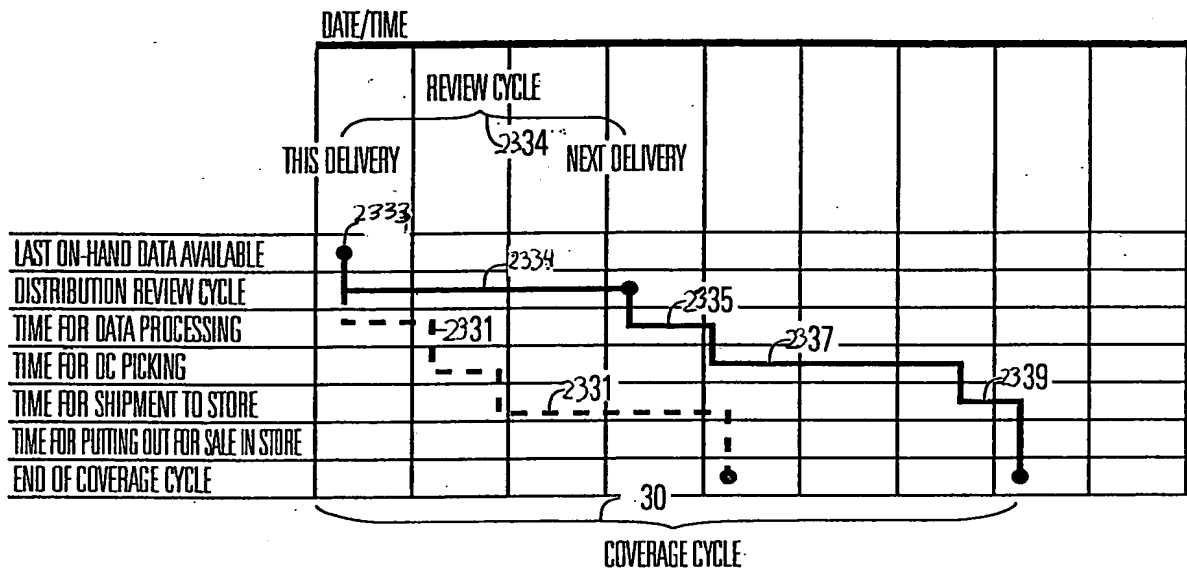


FIG. 23

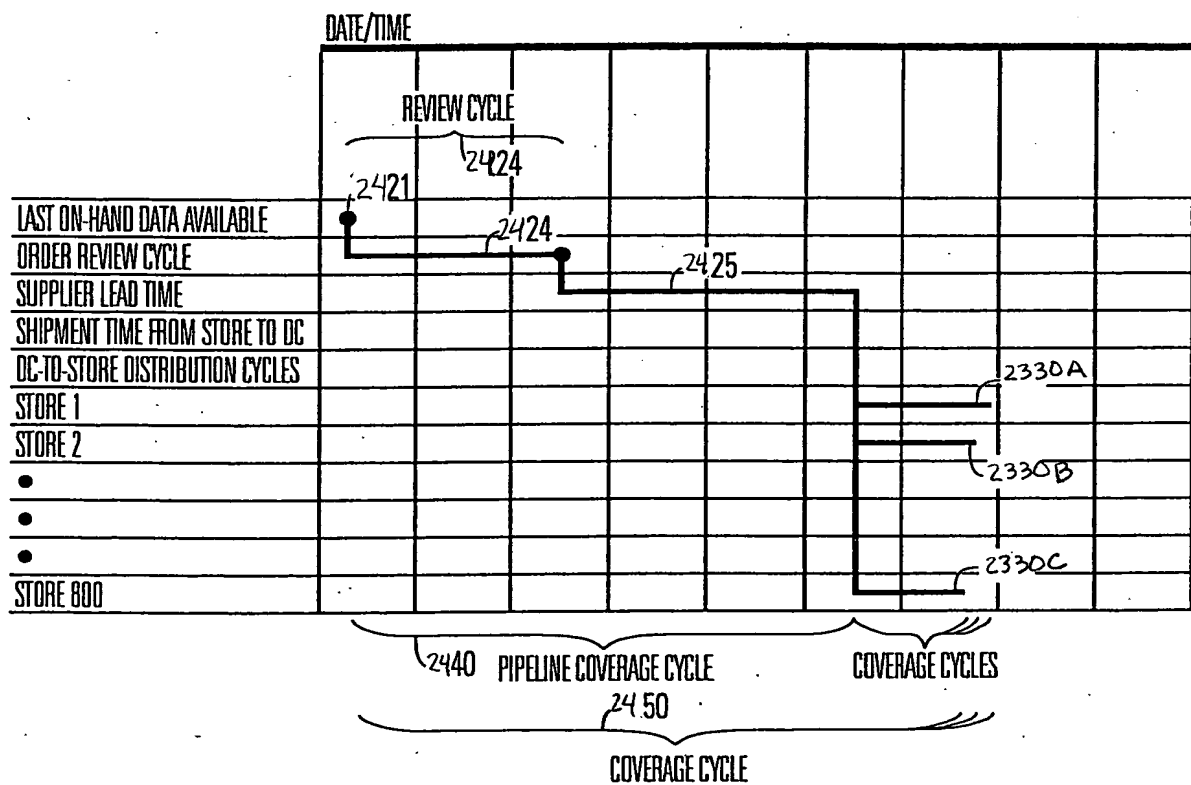


FIG. 24

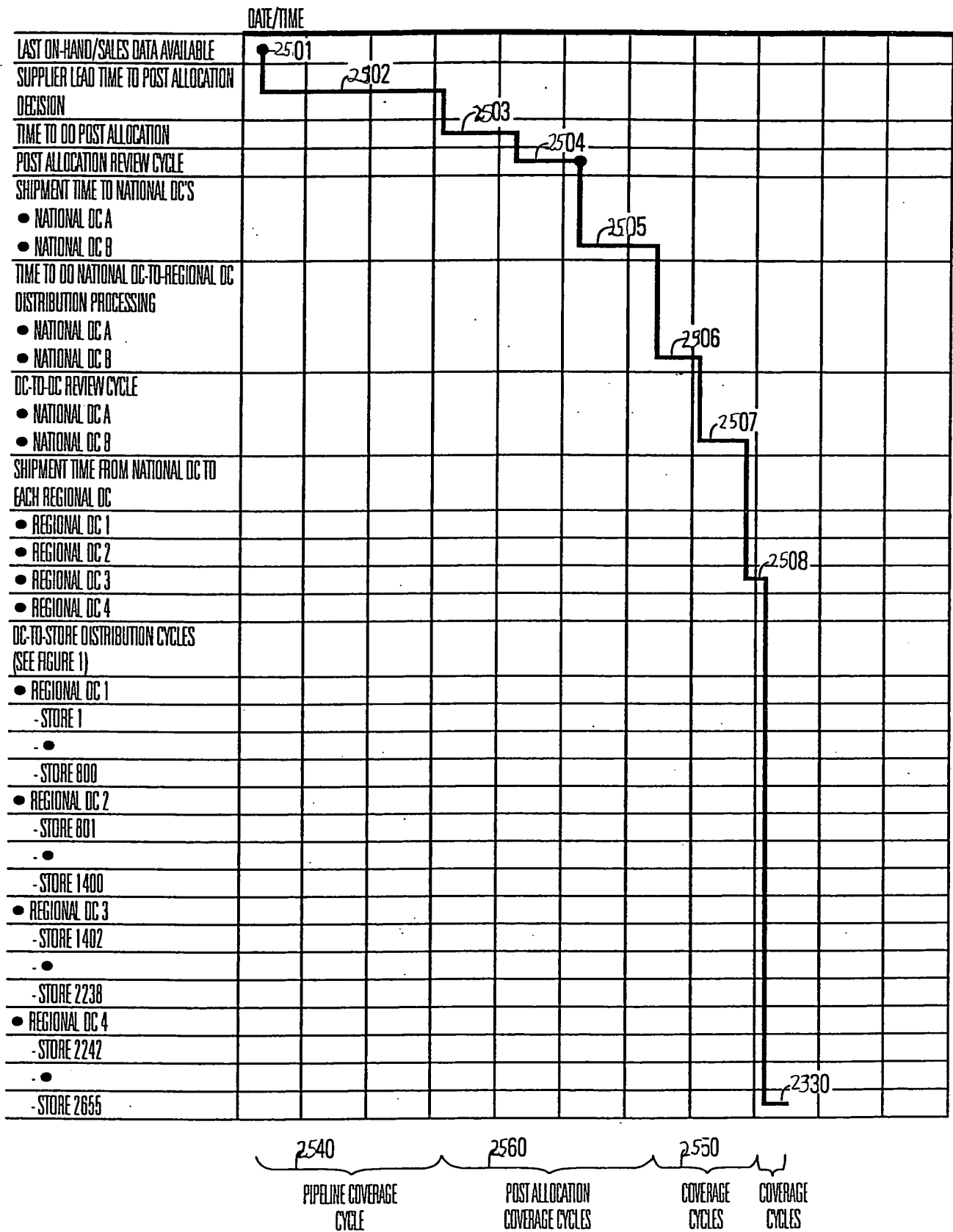


FIG. 25

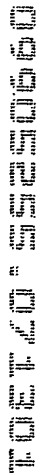


FIG. 26



**DESIGNING A
CAREER PLAN**



Bluefire Menu - [Product Location In/Out]

File Basic Fashion Markdown Presentation Promo Planning System Data Reports Window

All Products

Search:

ID	Name
<input type="checkbox"/> 2	MASK FACE PASSION FLMR 3.5oz
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING (*H*)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz (*H*)
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7(*H*)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz

All Locations

Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE
<input type="checkbox"/> 0012	MALL OF NEW HAMPSHIRE

☒ In Date

☒ Out Date

☒ Last PO Receive Date Level:

**Add
Change
Delete
List
Close**

SC11B

FIG. 28

Bluefire Menu - [Product Location In/Out]

File Basic Fashion Markdown Presentation Promo Planning System Data Reports Window

All Products
Search:

ID	Name
<input checked="" type="checkbox"/> 2	MASK FACE PASSION FLWR 3.5oz
<input type="checkbox"/> 8	COND ICE BLUE 8.4oz
<input type="checkbox"/> 9	COND ICE BLUE 16.9oz
<input type="checkbox"/> 10	HAIR SPRAY DETANGLING (H)
<input type="checkbox"/> 14	HAIR BALM STRAIGHTEN
<input type="checkbox"/> 16	HAIR CRM NO FRIZZ STYLING 3.4
<input type="checkbox"/> 17	HAIR FRSNR FRESHEN UP 3.4oz (H)
<input type="checkbox"/> 18	HAIR WAX GLOSS OVER GLOSSING
<input type="checkbox"/> 19	ORCHID & CALENDULA FRESHNR 4.2
<input type="checkbox"/> 20	HAIR SERUM SMOOTH OVER 1.7 (H)
<input type="checkbox"/> 21	HAIR GEL HOLD TIGHT 3.4oz

All Locations
Search:

ID	Name
<input type="checkbox"/> 0001	BROADWAY 1
<input type="checkbox"/> 0002	PARAMUS
<input type="checkbox"/> 0003	TYSON'S CORNER
<input type="checkbox"/> 0004	MONTGOMERY MALL
<input type="checkbox"/> 0005	LEXINGTON
<input type="checkbox"/> 0006	NEW MADISON AVENUE
<input type="checkbox"/> 0007	BROADWAY 2
<input type="checkbox"/> 0008	ROCKAWAY
<input type="checkbox"/> 0009	GEORGETOWN
<input type="checkbox"/> 0010	EMERALD SQUARE
<input type="checkbox"/> 0011	WOODBIDGE

View Product Tree **View Location Tree**

☐ By Location: ☐ By Product and Location:

Level: Activity Type:

Coverage Cycle: Review Cycle:

Lead Time: Data Lag:

Save
List
Close

SC35

FIG. 29

FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE

COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
	DAY																		
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16

FIG. 30

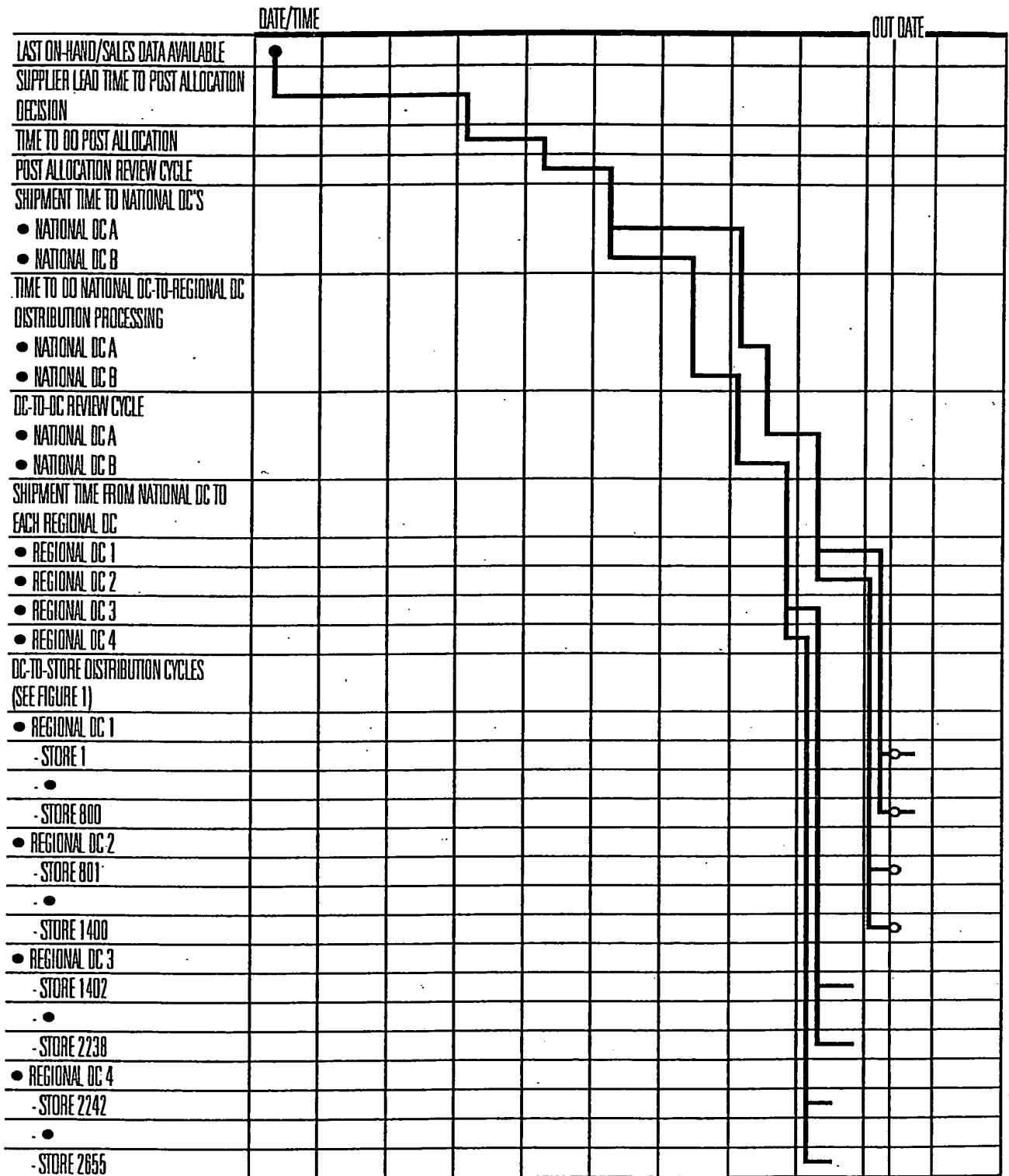
FORECAST STOCKOUT CORRECTION EXAMPLE - SINGLE STORE WITH BACKORDER CONVERSION																				
COVERAGE CYCLE	=	17 DAYS																		
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																		
STORE STARTING ON HAND	=	5 UNITS																		
STORE STARTING INTRANSIT	=	0 UNITS																		
STOCKOUT TO BACKORDER CONVERSION	=	33 PERCENT																		
	DAY																			
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17		TOTAL
ON HAND (END OF DAY)	5.0	4.0	3.0	2.0	1.0	0.0	0.0	0.0	0.0	0.0	0.0	++	++	++	++	++	++	++		
INTRANSIT (END OF DAY)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX								
FORECAST SALES (100% INSTOCK)		1.0	1.0	1.0	1.0	1.0	1.0	2.0	2.0	2.0	2.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0		25.0
FORECAST SALES (STOCKOUT CORRECTED)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	3.0	3.0	1.0	1.0	1.0	1.0	1.0		16.0
FORECAST SALES (WITH BACKORDER CONVERSION)		1.0	1.0	1.0	1.0	1.0	0.3	0.7	0.7	0.7	0.7	3.0	3.0	1.0	1.0	1.0	1.0	1.0		19.0
FORECAST SALES (WITH BACKORDER CONVERSION AND BACKORDER DELIVERY LOG)		1.0	1.0	1.0	1.0	1.0	0.0	0.0	0.0	0.0	0.0	6.0	3.0	1.0	1.0	1.0	1.0	1.0		19.0

FIG. 31

ON HAND OVERSTOCK CORRECTION EXAMPLE - TWO STORES

COVERAGE CYCLE	=	17 DAYS																	
COVERAGE CYCLE FORECAST SALES	=	25 UNITS (PRE STOCKOUT CORRECTION)																	
STORE STARTING ON HAND	=	5 UNITS																	
STORE STARTING INTRANSIT	=	0 UNITS																	
	DAY																		
	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	TOTAL
STORE 1																			
ON HAND (END OF DAY)	5	4	3	2	1	0	0	0	0	0	0	++	++	++	++	++	++	++	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	0	0	0	0	0	3	3	1	1	1	1	1	16
STORE 2																			
ON HAND (END OF DAY)	45	44	43	42	41	40	39	37	35	33	31	28	25	24	23	22	21	20	
INTRANSIT (END OF DAY)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
DISTRIBUTION ARRIVAL (BEGINNING OF DAY)												XX							
FORECAST SALES (100% INSTOCK)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
FORECAST SALES (STOCKOUT CORRECTED)		1	1	1	1	1	1	2	2	2	2	3	3	1	1	1	1	1	25
TOTAL																			
ON HAND (END OF DAY)	50																		

FIG. 32



ORDER PIPELINE
COVERAGE
CYCLE

POST ALLOCATION
COVERAGE CYCLES

NATIONAL DC
DISTRIBUTION
COVERAGE
CYCLES

DC-TO-STORE
COVERAGE CYCLES

FIG. 33

TOE 20" 55250660

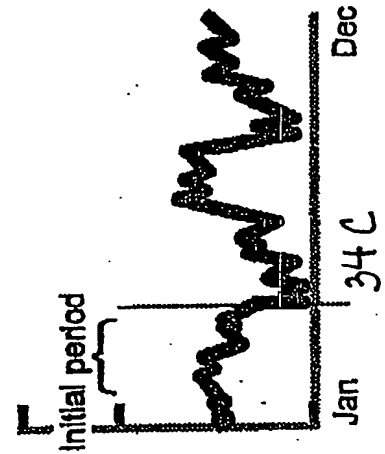
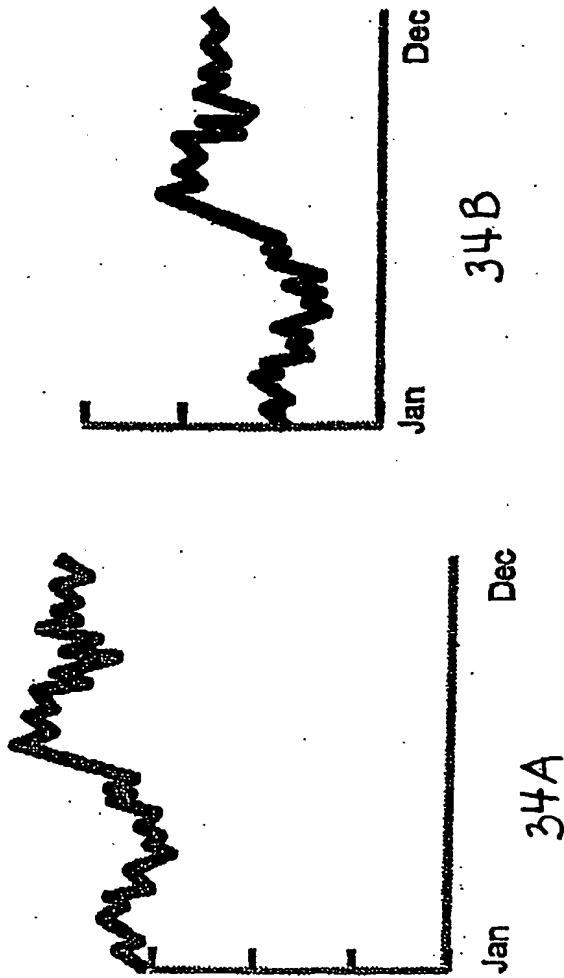


Figure 34

Figure 36

3605

Item Identifier	Location Identifier	Presentation Quantity	Start Date	End Date
921	301	5	10/12/2000	11/1/2000
921	302	6	10/12/2000	11/1/2000
921	303	8	10/12/2000	11/1/2000
921	304	5	10/12/2000	11/1/2000
921	305	5	10/12/2000	11/1/2000
922	301	8	10/12/2000	11/1/2000
922	302	9	10/12/2000	11/1/2000
922	303	11	10/12/2000	11/1/2000
922	304	8	10/12/2000	11/1/2000
922	305	8	10/12/2000	11/1/2000
.
.
.
102490	305	15	2/9/2001	3/1/2001

3602

3603

3625

3608

TCEFO 5550660

Figure 37

3605

3625

3606

3608

Item Identifier	Location Identifier	Date range Identifier			
		10/12/2000 - 11/1/2000	11/2/2000 - 11/14/2000	11/15/2000 - 11/24/2000	
921	301	5	10	12	
921	302	6	11	9	
921	303	8	13	11	
921	304	5	10	15	
921	305	5	10	12	
922	301	8	13	18	
922	302	9	14	19	
922	303	11	16	18	
922	304	8	13	23	
922	305	8	13	11	
.	
.	
.	
102490	305	15	20	31	

TOTAL 55250660

Figure 38

Fixture Identifier	Item Identifier	Date range Identifier			
		10/12/2000 - 11/7/2000	11/7/2000 - 11/15/2000	11/15/2000 - 11/24/2000	11/24/2000
table 1	921	5	10	12	12
table 1	922	3	8	6	6
table 1	102490	8	12	22	22
table 1a	921	6	11	9	9
table 1a	922	3	8	13	13
table 1a	102490	15	20	31	31
table 2	921	8	13	11	11
table 2	922	3	8	13	13
table 2	102490	15	20	31	31
wall 56	921	6	11	13	13
wall 56	102490	15	20	31	31

Location Identifier	table 1	table 1a	table 2	wall 56
301	1	0	0	1
302	0	1	0	1
303	0	1	1	0
304	0	1	0	1
305	0	0	0	0

Location Identifier	table 1	table 1a	table 2	wall 56
301	1	0	0	1
302	0	1	0	1
303	0	1	1	0
304	0	1	0	1
305	0	0	0	0

Figure 39

Fixtures Identifier:	Table 1	Item Identifier	10/12/2000	11/2/2000	11/15/2000
3605	821	5	10	12	
	822	3	8	8	
		.	.	.	
		.	.	.	
		.	.	.	
	940	.	.	.	

3609a

Table 1a	Item	10/12/2000 -	11/2/2000 -	11/15/2000 -
Fixture Identifier	Identifier	11/1/2000	11/14/2000	11/24/2000
	921	6	11	9
	922	3	8	13
	-	-	-	-
	-	-	-	-
	-	-	-	-
	949	15	20	31

3609b

Fixtue Identifier:	table 2	Item Identifier	10/12/2000 - 11/1/2000	11/1/2000 - 11/14/2000	11/14/2000 - 11/15/2000
	821	8	13	11	
	822	3	8	13	
	848	15	20		31

3609c

Fixture Identifier:	Wall 56	Item	10/12/2000 -	11/2/2000 -	11/15/2000 -
		Identifier	11/1/2000	11/14/2000	11/24/2000
		102310	8	11	13
	
	
	
		102490	15	20	31

3609 d

Location Identifier	Fixture Identifier
301	table 1
301	wall 56
305	wall 56

3620.

Location Identifier	table 1	table 1a	table 2	well 58
301	1	0	0	...
302	0	1	0	...
303	0	1	1	...
304	0	1	0	...
305	0	0	0	...

3620

3625

Figure 40

Setup Identifier	Item	10/12/2000 - 11/2/2000	11/2/2000 - 11/14/2000	11/14/2000 - 11/24/2000
921	Identifiers	5	10	18
922		3	8	6
948		.	.	.

Group Identifier	Item Identifier	10/12/2000	11/12/2000	11/12/2000	11/12/2000	11/12/2000
a10002	521	6	11	9		
	622	3	8	13		

	849	15	20	31		

slip identifier	slip0003	item	10/12/2000 -	11/2/2000 -	11/15/2000 -
		identifier	11/1/2000	11/4/2000	11/24/2000
		921	8	13	11
		922	5	8	13
	
	
	
		949	15	.	11

Group Identifier	c12500	10/12/2000 - 11/12/2000	11/12/2000 - 12/12/2000	12/12/2000 - 1/11/2001
Member Identifier	102310	6	17	13
	102490	15	20	31

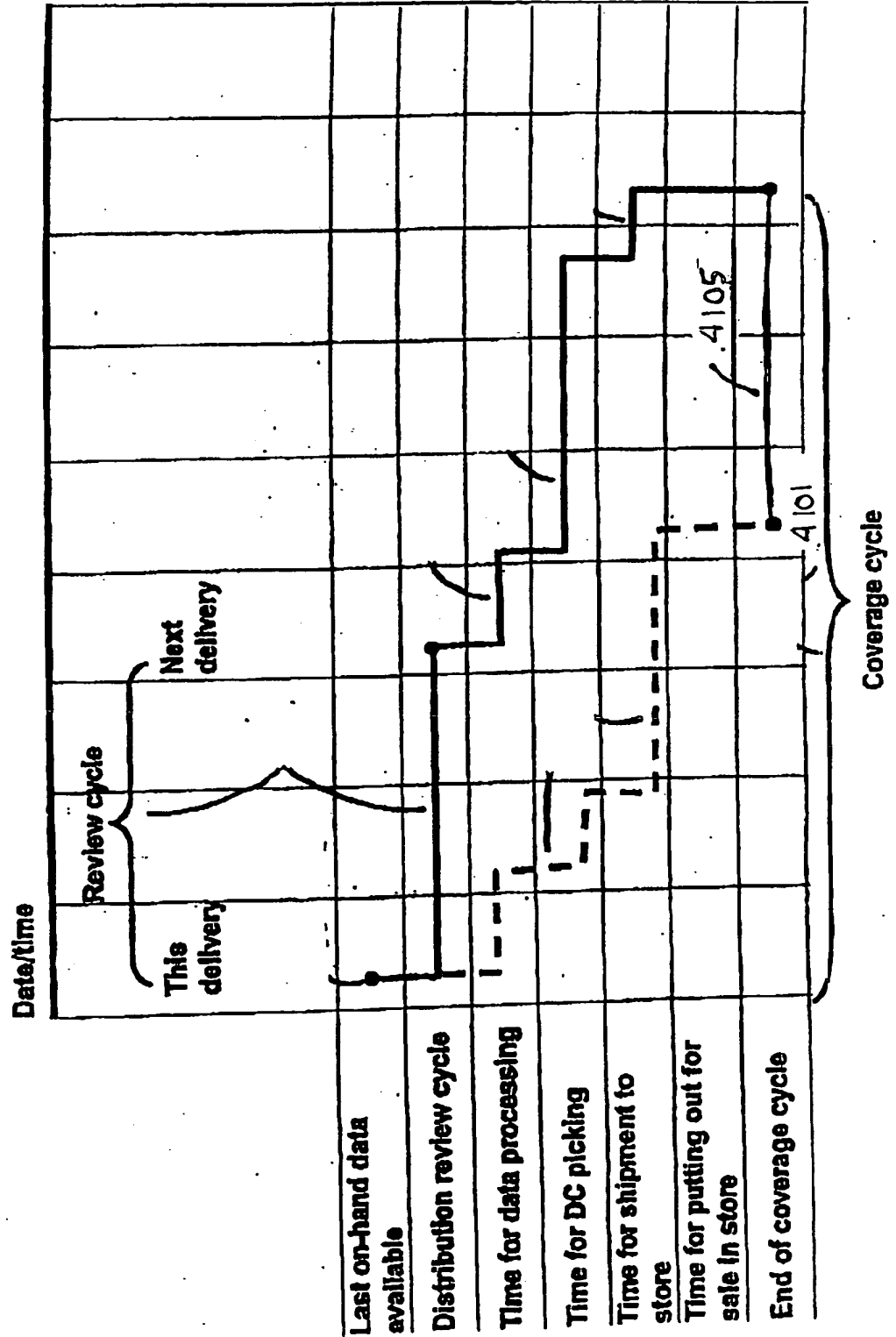
Ship Identifier	Owner Identifier
a10001	table 1
a10001	founder 2
a10001	user 1
a10003	35 Bay

Setup	Picture displays				
Identifier	table 1	table 1a	table 2		
a10001	0	0	0	...	38 Bay
a10002	0	1	0	...	
a10003	0	0	0	1	...
a10004	0.	0	0	0	...
.
.
a12500	0	0	0	.	.

Location	Features
301	301
301	301
306	306

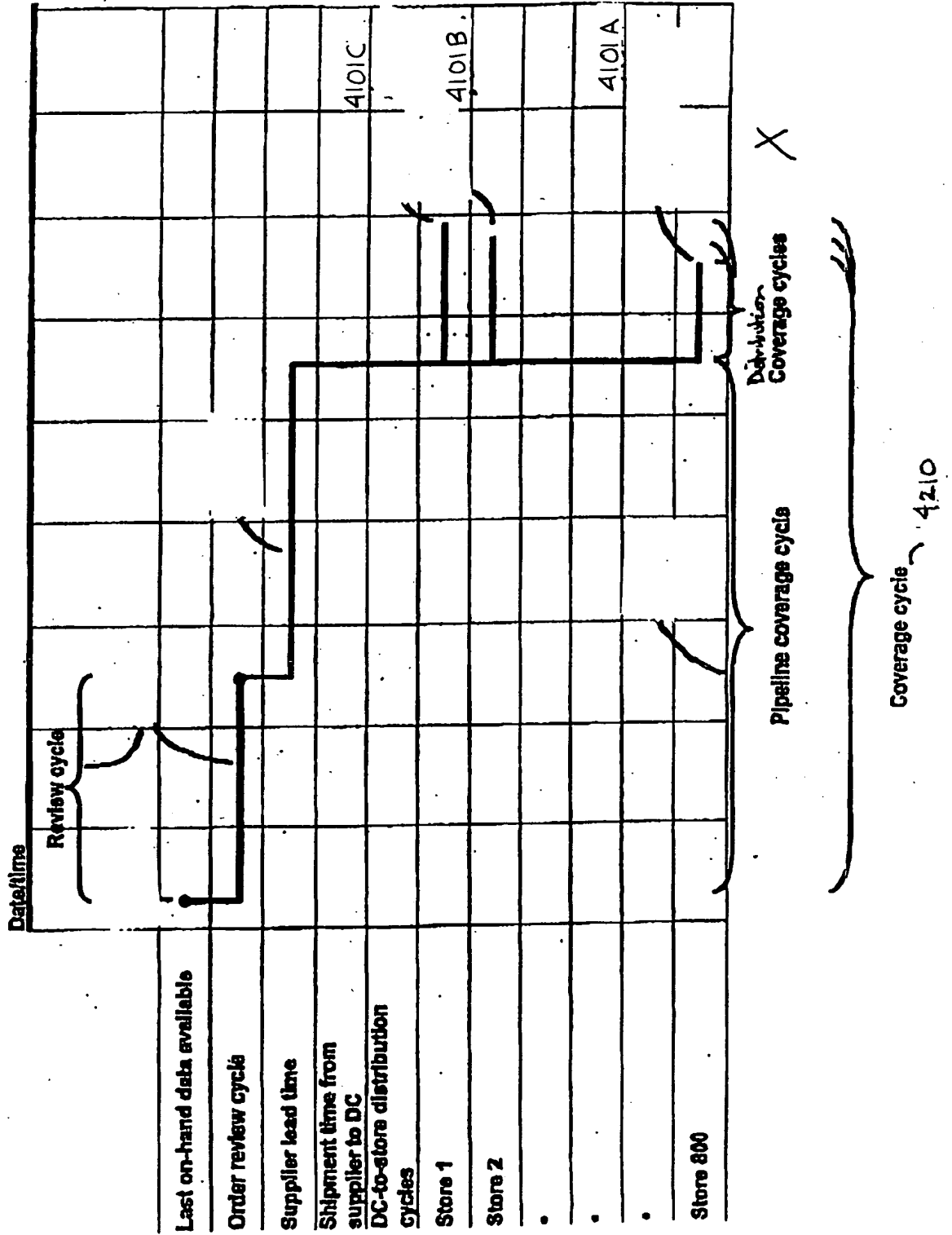
Location Identifier	Picture Identifiers			33 Day
	table 1	table 1a	table 2	
301	0	0	0	1
302	0	1	0	0
303	0	1	1	0
304	0	1	0	0
305	0	0	0	0

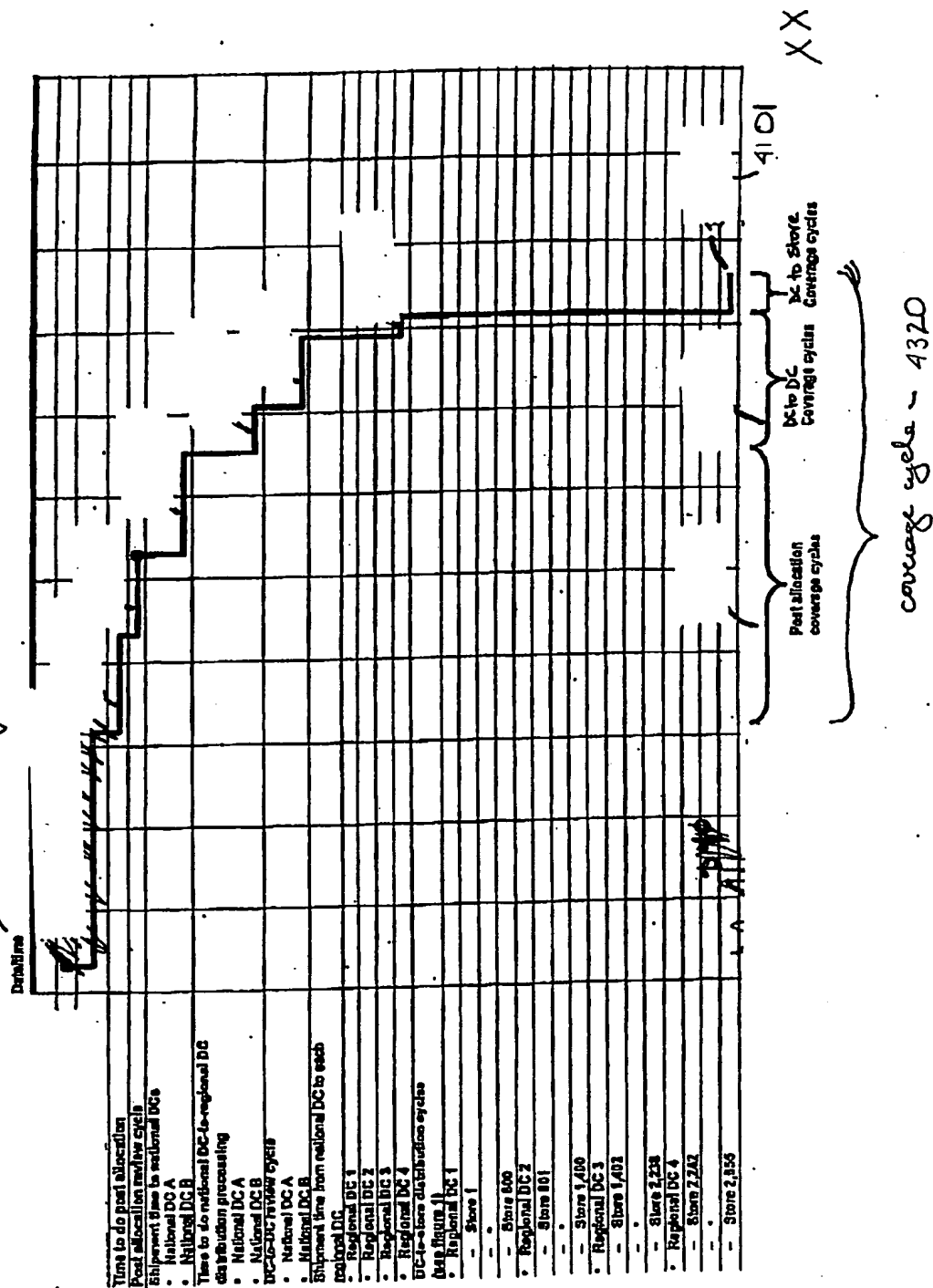
Figure 41



FOUO 20 55250660

Figure 42





OTB DEPARTMENT REPORT

Activity: Class 0053

UserID: 'RAYL'

Report date: 8/8/2000

Month	BOM Inventory (dollars)	Film Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)	EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)
August-00	\$8,631,569	\$1,734,905	\$0	\$24,390	\$0	\$3,021	\$1,494,350	\$8,844,733	\$8,871,030	\$26,297
September-00	\$8,844,733	\$1,581,986	\$0	\$20,897	\$0	\$4,032	\$1,759,694	\$8,642,097	\$8,935,700	\$293,603
October-00	\$8,642,097	\$592,218	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099	\$7,579,459	\$9,353,890	\$1,774,431
November-00	\$7,579,459	\$435,480	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946	\$6,261,726	\$9,875,040	\$3,613,314
December-00	\$6,261,726	\$0	\$59,803	\$30,235	\$0	\$6,054	\$2,306,772	\$3,858,861	\$9,104,530	\$5,245,669
January-01	\$3,858,861	\$0	\$4,031	\$0	\$0	\$2,971	\$1,801,433	\$2,050,426	\$9,012,500	\$6,962,074
February-01	\$9,264,921	\$0	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106	\$9,284,159	\$9,324,000	\$8,943,036
March-01	\$9,326,516	\$0	\$0	\$0	\$0	\$3,243	\$1,801,438	\$9,370,479	\$9,245,000	\$9,245,000
April-01	\$9,373,722	\$0	\$0	\$9,086	\$0	\$2,165	\$1,743,327	\$9,440,653	\$9,378,600	\$9,378,600
May-01	\$9,451,904	\$0	\$0	\$0	\$0	\$3,188	\$1,801,438	\$9,569,508	\$9,458,900	\$9,458,900
June-01	\$9,572,706	\$0	\$31,093	\$12,094	\$0	\$2,358	\$1,743,327	\$9,259,896	\$9,210,020	\$9,210,020
July-01	\$9,305,439	\$0	\$0	\$0	\$0	\$2,642	\$1,801,438	\$9,171,736	\$9,198,000	\$9,198,000
	4420	4421	4422	4423	4424	4425	4426	4427	4428	4429

Figure 44

[illegible]

Other Discounts (dollars)	Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)
\$69	\$34,370	\$204,120	\$204,120	\$205,000	\$880	\$880	\$4,058
\$93	\$40,473	\$204,830	\$204,830	\$205,615	\$785	\$785	\$4,326
\$49	\$38,711	\$212,055	\$212,055	\$215,025	\$2,970	\$2,970	\$3,014
\$112	\$39,421	\$171,731	\$215,975	\$230,010	-\$30,210	\$14,035	\$0
\$139	\$53,056	\$116,465	\$188,728	\$207,471	-\$53,521	\$18,742	\$0
\$68	\$41,433	\$74,871	\$182,102	\$209,094	-\$80,239	\$26,992	\$0
\$55	\$37,423	\$36,473	\$182,544	\$212,350	-\$116,265	\$29,806	\$0
\$75	\$41,433	\$0	\$183,556	\$214,474	-\$157,672	\$30,918	\$0
\$50	\$40,087	\$0	\$185,095	\$216,618	-\$216,618	\$31,523	\$0
\$74	\$41,433	\$0	\$187,800	\$218,784	-\$218,784	\$30,985	\$0
\$54	\$40,097	\$0	\$180,605	\$220,972	-\$220,972	\$40,367	\$0
\$61	\$41,433	\$0	\$177,530	\$223,162	-\$223,162	\$45,652	\$0
↑ 4518	↑ 4519	↑ 4520	↑ 4521	↑ 4522	↑ 4523	↑ 4524	↑ 4525

Figure 45

OTB DEPARTMENT REPORT
 Activity: Class 0053
 UserID: 'RAYL'
 Report date: 9/6/2000

Month	Actual BOM Inventory (dollars)	Stat BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)
August-00	\$8,631,589	\$8,631,589	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021
September-00	\$8,844,733	\$8,874,769	\$1,581,986	\$233,501	\$0	\$20,897	\$0	\$4,032
October-00	\$8,642,097	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109
November-00	\$7,579,459	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875
December-00	\$6,261,726	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$6,054
January-01	\$3,858,861	\$8,236,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,871
February-01	\$2,050,426	\$7,948,014	\$0	\$1,888,701	\$15,092	\$24,874	\$0	\$2,391
March-01	\$380,964	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243
April-01	\$0	\$8,011,216	\$0	\$1,821,510	\$0	\$9,086	\$0	\$2,165
May-01	\$0	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,198
June-01	\$0	\$8,195,751	\$0	\$1,476,060	\$31,093	\$12,094	\$0	\$2,358
July-01	\$0	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642
4/610	4/611	4/612	4/613	4/614	4/615	4/616	4/617	4/618

Sales (dollars)	Actual EOM Inventory (dollars)	Stat EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)
\$1,494,350	\$8,844,733	\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,780,855	\$428,819
\$1,759,694	\$8,642,097	\$8,905,633	\$8,935,700	\$293,803	\$30,067	\$198,078	\$2,864,784	\$531,988
\$1,683,099	\$7,579,459	\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,873,907	\$357,218
\$1,713,946	\$6,261,726	\$9,420,776	\$9,875,040	\$3,613,314	\$454,264	\$20,712	\$2,573,306	\$215,480
\$2,308,772	\$3,858,861	\$8,236,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$125,289
\$1,801,433	\$2,050,426	\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,408,190	\$87,930
\$1,627,106	\$380,964	\$7,967,252	\$9,324,000	\$8,943,036	\$1,358,748	\$0	\$2,412,804	\$0
\$1,801,438	\$0	\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784	\$0	\$2,369,028	\$0
\$1,743,327	\$0	\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0
\$1,801,438	\$0	\$8,195,751	\$9,458,900	\$8,458,900	\$1,263,149	\$0	\$2,561,743	\$0
\$1,743,327	\$0	\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,082	\$0
\$1,801,438	\$0	\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0
4/619	4/620	4/621	4/622	4/623	4/624	4/625	4/626	4/627

Figure 4.6

TOTAL: 33250660

OTB DEPARTMENT REPORT
 Activity: Class 0053
 UserID: 'RAYL'
 Report date: 8/6/2000

Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	Permanent Markdowns (dollars)	Promotional Discounts (dollars)	SRP Change (dollars)	Other Discounts (dollars)	Sales (dollars)
August-00	\$8,631,569	\$1,734,905	\$30,036	\$0	\$24,390	\$0	\$3,021	\$1,494,350
September-00	\$8,874,769	\$1,581,988	\$233,501	\$0	\$20,897	\$0	\$4,032	\$1,759,694
October-00	\$8,905,633	\$592,218	\$1,407,321	\$8,900	\$10,982	-\$50,235	\$2,109	\$1,683,099
November-00	\$9,250,317	\$435,480	\$1,488,193	\$13,500	\$20,893	\$0	\$4,875	\$1,713,946
December-00	\$9,420,776	\$0	\$1,218,220	\$59,803	\$30,235	\$0	\$8,054	\$2,308,772
January-01	\$8,238,131	\$0	\$1,520,318	\$4,031	\$0	\$0	\$2,971	\$1,801,433
February-01	\$7,948,014	\$0	\$1,688,701	\$15,092	\$24,874	\$0	\$2,391	\$1,627,106
March-01	\$7,967,252	\$0	\$1,848,645	\$0	\$0	\$0	\$3,243	\$1,801,438
April-01	\$8,011,216	\$0	\$1,821,510	\$0	\$9,088	\$0	\$2,185	\$1,743,327
May-01	\$8,078,147	\$0	\$1,922,240	\$0	\$0	\$0	\$3,188	\$1,801,438
June-01	\$8,195,751	\$0	\$1,478,060	\$31,093	\$12,084	\$0	\$2,356	\$1,743,327
July-01	\$7,882,940	\$0	\$1,670,380	\$0	\$0	\$0	\$2,642	\$1,801,438

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EOM Inventory (dollars)	Inventory Budget (dollars)	Actual OTB (dollars)	Statistical OTB (dollars)	Lost Sales (dollars)	Statistical Overstock (dollars)	Statistical Overstock With PO (dollars)	Statistical Overstock Above MOQ (dollars)	Statistical Overstock Above MOQ with PO (dollars)
\$8,874,769	\$8,871,030	\$26,297	-\$3,739	\$176,443	\$2,780,855	\$484,905	\$426,819	\$170,728
\$8,905,633	\$8,935,700	\$293,603	\$30,067	\$188,078	\$2,864,784	\$531,986	\$617,647	\$308,823
\$9,250,317	\$9,353,890	\$1,774,431	\$103,573	\$131,064	\$2,673,907	\$357,218	\$210,759	\$117,088
\$9,420,776	\$9,875,040	\$3,613,314	\$454,284	\$20,712	\$2,573,308	\$215,480	\$94,539	\$52,522
\$8,238,131	\$9,104,530	\$5,245,669	\$868,399	\$1,781	\$2,244,494	\$125,289	\$92,350	\$62,765
\$7,948,014	\$9,012,500	\$6,962,074	\$1,064,486	\$6	\$2,406,180	\$87,930	\$46,449	\$25,805
\$7,967,252	\$9,324,000	\$6,943,036	\$1,356,748	\$0	\$2,412,804	\$0	\$0	\$0
\$8,011,216	\$9,245,000	\$9,245,000	\$1,233,784	\$0	\$2,369,028	\$0	\$0	\$0
\$8,078,147	\$9,378,600	\$9,378,600	\$1,300,453	\$0	\$2,443,946	\$0	\$0	\$0
\$8,195,751	\$9,458,900	\$9,458,900	\$1,263,149	\$0	\$2,561,743	\$0	\$0	\$0
\$7,882,940	\$9,210,020	\$9,210,020	\$1,327,080	\$0	\$2,298,062	\$0	\$0	\$0
\$7,749,240	\$9,198,000	\$9,198,000	\$1,448,760	\$0	\$2,170,372	\$0	\$0	\$0

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Figure 47

TOTAL: 33250660

OTB DEPARTMENT REPORT
 Activity: IBS Dept 12 OTB
 UserID: 'AP01C'
 Report date: 5/5/2001

Fiscal Year	Fiscal Month	BOM Inventory (dollars)	Firm Receipts (dollars)	Notional Receipts (dollars)	PERM Markdown (dollars)	Promo Discount (dollars)	Other Change (dollars)	SRP Change (dollars)	Production Need (dollars)	Change In Total Unfilled Production Need (dollars)
2002	3	\$14,743,015	\$2,557,658	\$0	\$0	\$21,558	\$0	\$0	\$183,322	\$0
2002	4	\$14,071,372	\$2,566,047	\$0	\$318,663	\$91,417	\$0	\$0	\$202,332	\$83,293
2002	5	\$12,470,927	\$5,878,262	\$1,600,224	\$0	\$150,951	\$0	\$0	\$789,079	\$-34,404
2002	6	\$15,559,873	\$1,698,072	\$1,133,130	\$0	\$49,631	\$0	\$0	\$1,996,573	\$-48,889
2002	7	\$12,487,152	\$561,180	\$1,957,469	\$0	\$59,185	\$0	\$0	\$699,698	\$0
2002	8	\$11,273,057	\$1,055,532	\$2,401,040	\$0	\$10,756	\$0	\$0	\$0	\$0
2002	9	\$11,858,582	\$353,820	\$3,787,586	\$0	\$13,369	\$0	\$0	\$0	\$0
2002	10	\$12,787,073	\$353,820	\$3,914,370	\$0	\$28,868	\$0	\$0	\$0	\$0
2002	11	\$11,286,697	\$353,820	\$3,132,084	\$0	\$783	\$0	\$0	\$0	\$0
2002	12	\$12,119,963	\$250,140	\$2,912,406	\$0	\$0	\$0	\$0	\$0	\$0
2003	1	\$11,732,325	\$0	\$1,887,760	\$0	\$0	\$0	\$0	\$0	\$0
2003	2	\$11,078,576	\$0	\$2,558,016	\$0	\$0	\$0	\$0	\$0	\$0
									4840	4841

Statistical Overstock (dollars)	Statistical Above MOQ (dollars)	Available Statistical Overstock (dollars)
\$1,203,852	\$0	\$0
\$839,028	\$0	\$0
\$521,969	\$0	\$0
\$320,984	\$0	\$0
\$220,897	\$0	\$0
\$18,984	\$0	\$0
\$1,003	\$0	\$0
\$59	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0
\$0	\$0	\$0

Lost Sales (dollars)	Total Unfilled Production Need (dollars)
\$206,608	\$0
\$80,258	\$83,293
\$42,402	\$48,889
\$128,337	\$0
\$77,950	\$0
\$284,635	\$0
\$151,491	\$0
\$63	\$0
\$24	\$0
\$28	\$0
\$27	\$0
\$27	\$0

Present Inventory Budget (dollars)	Actual OTB (dollars)	Stat OTB (dollars)
\$14,000,000	-\$71,372	-\$71,372
\$12,200,000	-\$270,927	-\$270,927
\$15,800,000	-\$1,360,097	\$240,127
\$12,200,000	-\$3,030,506	-\$297,152
\$11,400,000	-\$4,563,880	\$126,943
\$12,000,000	-\$6,950,446	\$141,418
\$13,000,000	-\$10,946,522	\$212,927
\$11,500,000	-\$11,146,522	\$213,303
\$12,300,000	\$12,080,000	\$180,037
\$11,900,000	\$11,735,000	\$167,675
\$11,300,000	\$11,251,000	\$223,424
\$11,300,000	\$11,279,890	\$298,189

All Stores Sales (dollars)	Revenue Budget (dollars)	Inventory at End (dollars)
\$2,873,852	\$2,816,928	\$14,071,372
\$3,639,373	\$2,432,167	\$12,470,927
\$3,416,106	\$2,517,575	\$15,559,873
\$3,838,831	\$2,905,285	\$12,487,152
\$2,983,861	\$1,938,876	\$11,273,057
\$2,860,291	\$1,976,235	\$11,858,582
\$3,179,547	\$3,399,624	\$12,787,073
\$5,739,698	\$6,804,840	\$11,286,697
\$2,651,875	\$1,956,154	\$12,119,963
\$3,550,184	\$2,724,119	\$11,732,325
\$2,643,510	\$0	\$11,078,576
\$2,632,780	\$0	\$11,001,811

Figure 48

Figure 49

4901 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
4905 → Actual unit sales	10	10	10	10	10												
4910 → Projected unit sales					10	10	10	10	8	8	8	8	8	8	8	8	8
4915 → Cannibalization date									yes								
4920 → Cannibalization factor									-0.2								

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Figure 50

5001 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5005 → Actual unit sales	10	10	10	10	10												
5010 → Projected unit sales						10	10	10	10	8	8	8	8	6	6	6	6
5015 → Cannibalization date									yes				yes				
5020 → Cannibalization factor									-0.2				-0.25				

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5101 → Date	3/4/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5105 → Actual unit sales	10	10	10	10												
5110 → Projected unit sales					10	10	10	8	8	8	8	12	12	12	12	12
5115 → Cannibalization date								yes				yes				
5120 → Cannibalization factor								-0.2				0.5				

5201 → Date	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5205 → Actual unit sales	10	10	10	10	10	10	10	10	8	8							
5206 → Past unit sales																	
5206 → cannibalization adjustment	-2	-2	-2	-2	-2	-2	-2	-2									
5210 → Projected unit sales											8	8	8	8	8	8	8
5215 → Cannibalization date									yes								
5220 → Cannibalization factor									-0.2								

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Figure 53

5301 → Date

	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5305 → Actual unit sales	10	10	10	10	10	10	10	10	8	8	8	8	6	6			
5306 → Past unit sales cannibalization adjustment	-4	-4	-4	-4	-4	-4	-4	-4	-2	-2	-2	-2					
5310 → Projected unit sales																	
5315 → Cannibalization date									yes				yes				
5320 → Cannibalization factor									-0.2				-0.25				

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Figure 54

5401 → Date

	3/4/2001	3/5/2001	3/6/2001	3/7/2001	3/8/2001	3/9/2001	3/10/2001	3/11/2001	3/12/2001	3/13/2001	3/14/2001	3/15/2001	3/16/2001	3/17/2001	3/18/2001	3/19/2001	3/20/2001
5405 → Actual unit sales	10	10	10	10	10	10	10	10	8	8							
5406 → Past unit sales cannibalization adjustment	-2	-2	-2	-2	-2	-2	-2	-2									
5410 → Projected unit sales																	
5415 → Cannibalization date									yes				yes				
5420 → Cannibalization factor									-0.2				-0.25				

5430 ↑ 5440 ↑